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journal for

Chemist & Druggist

9 December 1972 THE NEWSWEEKLY FOR PHARMACY

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Guild votes
for union
affiliation

Hypermarket
learns value
of medicines

Advances in
therapy 1972

One word from you could save your patients money on prescriptions.

Please tell them about prescription 'season tickets'.

As you know, patients who have to pay prescription charges frequently can save money by purchasing a pre-payment certificate. But not all patients who could take advantage of this scheme are doing so.

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Form EC95 (in N. Ireland, form HS154) gives full details and includes an application form. Your patients can get it from any post office, social security office or NHS Executive Council office.

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England and of the Pharmaceutical Society of
Northern Ireland

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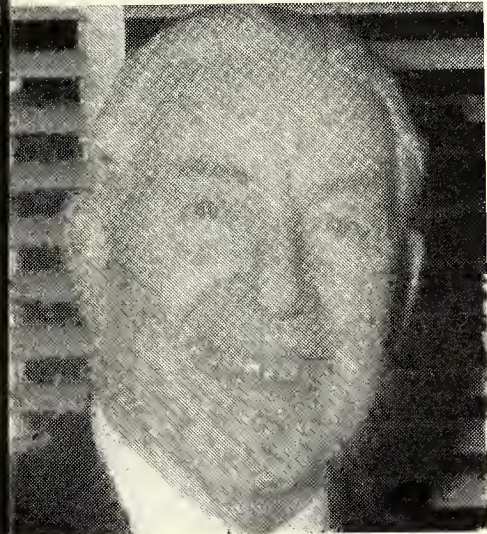
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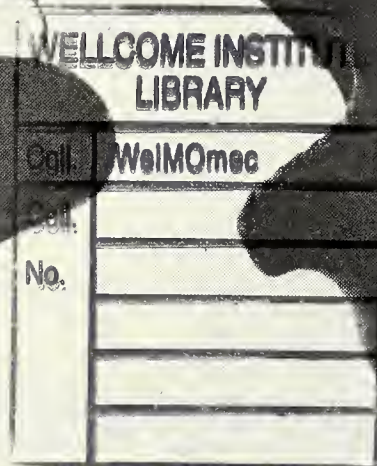
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Mr A. Howells warns on the appointment
of officers in the new Health Service
(see p872)

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Phenobarbitone
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Guild votes for union affiliation

a surprise vote, 127 hospital pharmacists voted last Saturday for affiliation with ASTMS and the formation of a hospital pharmacist's group within the Pharmaceutical Society.

There was only one vote against the idea and an abstention at a special meeting of the Guild of Hospital Pharmacists in Birmingham which was called to discuss the motion: "That the Guild council should enter into negotiations with the Association of Scientific, Technical and Managerial Affairs with a view to seeking affiliation, on acceptable terms, maintaining an indepen-

dent voice for hospital pharmacy within that organisation; and at the same time to pursue the possibility of the formation of a hospital pharmacist's group within the Pharmaceutical Society."

The matter will be taken further at a meeting of Guild officers on December 12. The feeling of the meeting was that associations with the two organisations were not incompatible. ASTMS would take over the mechanics of negotiation but the Guild would still decide on the matters to be negotiated and would have an independent voice.

Poisons service head outlines problems

Paracetamol, Lomotil and paraquat are among substances to which attention should be drawn, according to Dr R. Goulding writing in *Health Trends*.

Dr Goulding, who heads the London Poisons unit, reporting experience of the central poisons information service in 1971 states: "Overdosage with paracetamol and deaths from this cause are rising each year. Nevertheless, there are still many more casualties, fatal and non-fatal, from overdosage with aspirin and barbiturates." What, however, was sinister about paracetamol, he stated, was that if about 10g were taken it could cause acute liver damage. "This may be reversible, but it can also be progressive and resistant to even the most progressive treatment."

Lomotil might not appear to be any more toxic than other products of a similar type, but it has a delayed action. Dr Goulding suggests this may be due to its propine content, which slows down the rate of absorption of its opioid constituent. After 12-24 hours "devastating" toxic effects of overdosage can emerge, even in patients in whom thorough gastric lavage appears to have been undertaken earlier.

Paraquat disasters occur in two ways. The commercial concentrate is transferred from sales containers to other, quite inappropriate, vessels such as beer or soft-drink bottles. Secondly, leaving original not completely empty containers within the reach of children leads them to swallow some of the contents.

"It is extraordinary how careless, almost culpably careless, people entrusted with such material can be," remarks Dr Goulding.

Bill to define liability for injuries due to drugs

Bill to place liability for personal injuries and consequential loss arising from the manufacture, sale and use of medicines and drugs for human use, directly on any

person who manufactured, sold or distributed them, has been introduced into the House of Commons by Mr Ron Lewis.

The Dangerous Drugs and Disabled Children Bill (HM Stationery Office, price £0.05) would regard sale as implying a warranty that the medicine or drug is "reasonably safe to be used for any purpose for which it is intended to be used."

The following points would be taken into consideration: whether it is likely to be used other than on the advice of a registered medical practitioner; the nature and severity of any other condition or symptom which its use may cure or relieve; the nature and severity of any other condition or symptom which its use may produce or precipitate; the extent to which the possibility that it may produce or precipitate such conditions or symptoms is likely to be known to such medical practitioners as may be likely to prescribe it.

Any person using any medicine sold in breach of the warranty who suffers any personal injury or consequential loss as a result would be entitled to claim damages against any person who has manufactured, sold or distributed the product as though he were the immediate purchaser.

Injury or loss resulting from use by parents would also be covered, and the provisions would apply to sale, distribution and use before as well as after the coming into operation of the Act.

The Bill would also amend practice in assessment of damages for consequential loss. It is due for second reading on February 9, 1973.

MP to investigate 'ethicals' shortage

The supply position of some Parke-Davis products is being taken up with the Secretary of Social Services by Sir Ronald Russell MP, as the result of a complaint by a Yiewsley, Middlesex, retail pharmacist, Dr P. M. Phillips.

Dr Phillips' letter to Sir Ronald complained that the company had failed to stockpile important drugs, including Epanutin, and he had had no "satisfactory response" to a suggestion that they should import some from their overseas factories. Dr Phillips told *C&D* he had also had difficulty in obtaining some other PD specialities.

Parke-Davis & Co said on Tuesday that they regretted the delay in meeting orders for some products, including Carbrital Kapseals and Epanutin capsules 0.1g. "Supplies are coming forward on a continuing basis but temporarily are not adequate to meet the current level of demand. All steps have been taken to resolve this situation and it is confidently expected that adequate supplies of Carbrital and Epanutin will be available to meet all orders by the end of the month."

The company recently moved its headquarters and production facilities from Hounslow to Pontypool.

TV PERSONALITY PRESENTS PRIZE

Miss Jane Probyn, Anglia TV personality presented the prize to the winner of a competition organised by Jeyes UK in conjunction with Chemimart, Norwich.

Left to right are: Mrs L. Dunster-Beardsley (marketing and sales promotion assistant, Jeyes), the winner Mrs T. Wilde, Mr M. Franklin and Mr P. Levinson (joint managing directors, Chemimart), Miss Probyn and Mr N. Goff (northern regional manager (retail), Jeyes)



Beecham show Carrefour the value of medicines

"The profit potential of medicines in a self-service situation" has been proved at the Carrefour Caerphilly hypermarket with advice from Beecham Products. In the hypermarket's first two weeks trading, following the opening on September 13, a total of 9,202 unit sales of Beecham medicines were achieved.

A Beecham Products statement issued last week records that they were called in by Carrefour to propose a plan for the layout of the health and beauty aids section.

"Due to the wide range of toiletry products to be stocked by Carrefour, it was found that the gondola originally allocated to health and beauty aids was insufficient to accommodate and provide effective display for all toiletry brands.

"Beecham's proposals therefore, submitted that a possible solution might be found in siting the medicine section quite apart from the toiletry products, and in order to emphasise the existence of a section which shoppers would not perhaps expect to find in a supermarket, stressed that to maximise the effect of the medicines display it should be sited in a high-volume traffic area. This proposal was accepted by Carrefour and instituted on an experimental basis.

"With their fast-moving grocery sales and aggressive pricing policies, many supermarket operators believe even now that proprietary medicine products, being price-maintained, are incapable of profitable volume sales in a self-service environment. However, an analysis of Beecham toiletry and medicine sales through Carrefour since the opening provides interesting evidence to refute this belief.

"In the first two weeks trading, Carrefour's toiletry section, with deep price-cuts and occupying the equivalent of

a 200 foot-run of shelving (131 Beecham facings), produced no less than 16,710 unit sales of Beecham Products. The sheer volume of their turnover is encouraging enough, but placed side-by-side with figures produced by Beecham medicines—9,202 unit sales, with no price-cuts and only a 32 foot-run of shelf-space (83 Beecham facings)—the results emphasise the profit potential of medicine products in a self-service situation.

"Bearing in mind that the average profit to be gained from the sale of proprietary medicines is in the region of 30 per cent, this particular section is making an important contribution to Carrefour's predicted £5 million plus annual turnover, and will certainly go some way to dispel the misunderstanding which still exists concerning medicines and the supermarket." (Comment, p871).

NPU ask for higher limit for zero-rated OTC sales

It appears that a number of retail pharmacists may be precluded from using the special chemists' scheme for value added tax accounting for output tax because their over-the-counter (OTC) zero-rated sales exceed 10 per cent of their total turnover.

In view of this and because it will be difficult for them to account for the tax by any of the other schemes (*C&D*, September 9, p381) the National Pharmaceutical Union are asking the Customs and Excise to raise the limit for retail pharmacists.

This was mentioned by Mr Tim Astill, deputy secretary, NPU, at a VAT conference organised by IPC Business and Industrial Training in London last week.

Mr Astill criticised makers of "expensive" multi-total cash registers or calculating machines for thin sales campaigns which gave the impression that such equipment would be necessary. However if there are many chemists whose turnover in zero-rated OTC goods comes above the 10 per cent and that level is not increased by Christmas, Mr Astill said "We may have to climb down from that attitude for those cases."

Earlier, Mr Lindsay Duncan, a City tax consultant, told the audience that when VAT was introduced it was expected that there would be an inflation in the economy of between 5 and 7 per cent. The current inflationary spiral was not likely to have been conquered for at least a year after the tax introduction. He also forecast that there would be a two-tier tax level, as in most European countries, before many years and that food would be taxed at the lower level in five to six years time. He advised anyone buying cash registers or calculating machines to make sure that their systems were flexible enough to cater

for that eventuality. Regarding visits by Customs and Excise men to businesses registered for tax, Mr Duncan believed that retailers would "receive more attention than any other in the tax chain".

During the discussion at the end of the conference a representative of Customs and Excise gave his views on what his Department would accept as "appliances".

For the initial period at least, said the official the Department would accept the doctor's word that any appliance he prescribed for a patient was necessary for medical reasons and would be paid for.

Agreeing on drug and medicine patents

Attempts to bring about the harmonisation of patents on drugs and medicines on a European basis have reached an advanced stage, the Prime Minister said on Tuesday in a written parliamentary reply.

Mr Heath said draft conventions would be the subject of diplomatic conferences in the autumn of next year and the spring of 1974.

Government's new deal for consumers

The Government's Fair Trading Bill, published last week, gives wide powers in the field of consumer protection to a new official, the director general of fair trading. He will review the extent and working of competition in the economy, and will take over the functions of the Registrar of Restrictive Trading Agreements.

A Consumer Protection Advisory Committee is to be set up with six to fifteen members, among whom will be "persons with relevant trading experience" and others with experience in consumer protection organisations. It will investigate whether trade practices adversely affect the economic interests of consumers—but will be precluded from looking at professional services which are referable to the Monopolies Commission (this includes medical, dental, veterinary and nursing services, but not pharmaceutical services).

Where it appears to the director general that traders are persistently maintaining a course of conduct that is detrimental to the interests of and unfair to consumers, he will seek written assurance that the conduct will cease. If no assurance is forthcoming, or if it is not being observed, he may institute proceedings before the Restrictive Practices Court.

Enforcement of orders made under the Act would be in the hands of local weights and measures authorities, which will have powers to make test purchases, enter premises and inspect and seize goods and documents.

The Bill also brings agreements relating to the recommended resale price of goods, and patent and design policy agreements, within the scope of the Restrictive Practices Acts.

Another section renames the Monopolies Commission the Monopolies and Mergers Commission, and reduces the market share basis for references from one-third to one-quarter. Provision is made for reference of local as well as national monopolies.

Fair Trading Bill, HM Stationery Office, price £0.80.

More VAT meetings

During the past two months, over 1,000 pharmacists have attended meetings on value added tax addressed by members of the NPU Executive Committee and Mr T. P. Astill, the Union's new deputy secretary. Further meetings to be addressed by Mr Astill are scheduled for 1973 as follows (dates in parentheses).

January: West Metropolitan (10), Croydon (12), Newcastle-on-Tyne (16), Hull (17), Bradford (18), Manchester (21), Belfast (25), Ipswich and E. Suffolk (30), East Kent (31).

February: Huddersfield (1), Worcestershire and Herefordshire (5), East Metropolitan (12), Ewell, Epsom and Sutton (13), Worthing (15), Nottingham (22), Blackpool (23).

March: Hastings (1).

Details of venues and times are being issued by branch secretaries.

Company News

Bristol-Myers enlarge their UK region

Bristol-Myers International have formed a new and enlarged UK region, which will consist of the United Kingdom, the Republic of Ireland, East and West Africa and the corporation's consumer business in Holland.

Mr Christopher J. Jones, at present group managing director, Bristol-Myers Co Ltd, has been appointed director of the newly formed region. Mr Frank W. Knight has been appointed assistant group managing director, Bristol-Myers Co and, in addition to his current responsibilities as managing director, Bristol-Myers products and clairol divisions, Mr Knight also becomes managing director Bristol laboratories. Mr Martin Isley, currently financial director, Bristol-Myers Co Ltd becomes regional financial director.

Lancashire chemists in voluntary liquidation

Unsecured debts totalling £11,172 against net assets of £5,432 were reported at a recent meeting of creditors of James Foster (Chemists) Ltd, Breck Road, Poulton-le-Fylde, Lancs.

Directors at the date of the meeting were Mrs I. H. Morris, who was previously the wife of the late Mr Dundadale, a former director, and Mr H. Rigby, the qualified pharmacist.

In June it was agreed by the two principal creditors that trading should continue for a period of one month with a view to the business being sold as a going concern. One offer had been received but this was later withdrawn and it was decided, particularly in view of the losses being sustained, to close the business down on July 29.

After discussion, creditors resolved to confirm the voluntary winding-up of the company with Mr Jack Butterworth, FCA, of Samuel Slater & Sons, 11 Queen Street, Oldham, and Mr Ronald P. Booth, FCA, of Parkin S. Booth & Co, 11 Old Hall Street, Liverpool, as joint liquidators.

Beecham to collaborate with Hungary

An agreement on the exchange and evaluation of each other's "ethical" medicines has been reached by the Beecham Group and the Hungarian Pharmaceutical Association.

The agreement was formally signed last week at Beecham's chemotherapeutic research centre, Brockham Park, Surrey, by Mr G. J. Wilkins on behalf of Beecham and by Mr Gyula Horvath, vice-president

of the Hungarian Pharmaceutical Association.

Under the agreement each party will offer the other pharmaceutical compounds for evaluation, together with an option on the right to manufacture and market any compound which has satisfied safety requirements and appears to have commercial potential. The agreement will run initially for two years, but it contains provision for extension if both parties think it desirable.

Mr Wilkins, chairman of Beecham's pharmaceutical division, said "We have considerable respect for our Hungarian counterparts, and have no doubt that this agreement will produce benefits both for them and for us."

Thornton & Ross celebrate jubilee

Thornton & Ross Ltd, Linthwaite, Huddersfield, have recently celebrated their fifty years in business. It was in November 1922 that two young men, the late Mr Nathan Thornton and Mr Philip E. Ross started to manufacture liquid soap and disinfectants in an old dyehouse at Milns-

bridge, Huddersfield. Their first "plant" was an old gas boiler!

Mr Thornton was himself the company's first salesman, covering the Yorkshire West Riding by bus, tram and trains.

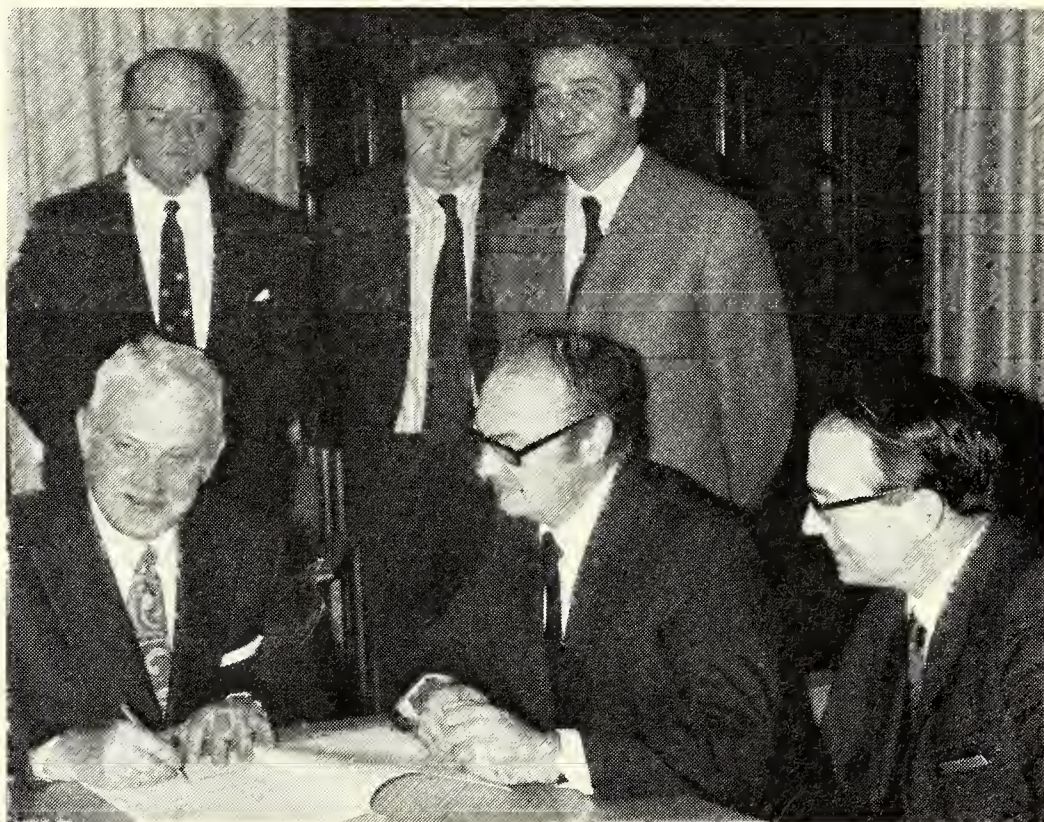
Today in their modern works, the company manufacture all kinds of pharmaceutical preparations—many of them for chemists under their own labels.

One of the founders, Mr Philip Ross is still on the board. With him his son, Mr Vernon Ross and Mr Thornton's son, Mr Ralph Thornton, joint managing directors. The chairman is Mr Arthur Hirst who has been with the company since 1925.

Appointments

Johnson & Johnson Ltd have appointed Mr Bob Harris sales manager—toiletries division for 1973. He joined the company ten years ago as a trainee representative and for the past eight years has been a salesman and then area manager in the north of England, Scotland and Northern Ireland.

Kodak Ltd dealer salesman Mr Alan Gilbert, has transferred to the Kent area. Mr Colin Johnston who joined Kodak in 1963 will now represent the company in Mr Gilbert's former territory—parts of Middlesex, Hertfordshire, Buckinghamshire and North-west London. Mr Peter Blackwell now replaces Mr Iain Hilson as representative in Surrey, South-west London and parts of Kent. Mr Iain Hilson has returned to Kodak head office to take up an appointment as an assistant market development specialist.



Signing the agreement between Beecham Group and the Hungarian Pharmaceutical Association is left to right, front: Mr Gyula Horvath, vice-president of the Hungarian Pharmaceutical Association with Mr G. J. Wilkins, chairman, Beecham pharmaceutical division and Mr F. P. Doyle, research director of the division. Left to right, rear are Dr E. T. Knudsen, medical director of Beecham pharmaceutical division; Mr J. J. Lambie, regional manager, Eastern Europe, Beecham pharmaceutical division; Professor J. Knoll, professor of pharmacology, Semmelweis University of Medicine, Budapest

A message to sales managers. There's no need to do London the hard way.

No one is suggesting that hard-headed, twentieth century, business-like you are anything like simple hearted, medieval country-boy, Dick Whittington, when it comes to seeking fame and fortune in London. (Silly Dick thought he'd find gold on the pavements, but instead found rats under the floor-boards.)

But if no businessman is likely to find rats in the skirting today, he might find some pretty large spanners in the works, if he tries selling in London the hard way.

Take yourself.

You know that London is easily the most lucrative market in Britain. (In fact, by itself it's as big a market as Norway and Sweden put together.)

So not surprisingly you want to be in there. Advertising on television. And selling in your products to the retail trade.

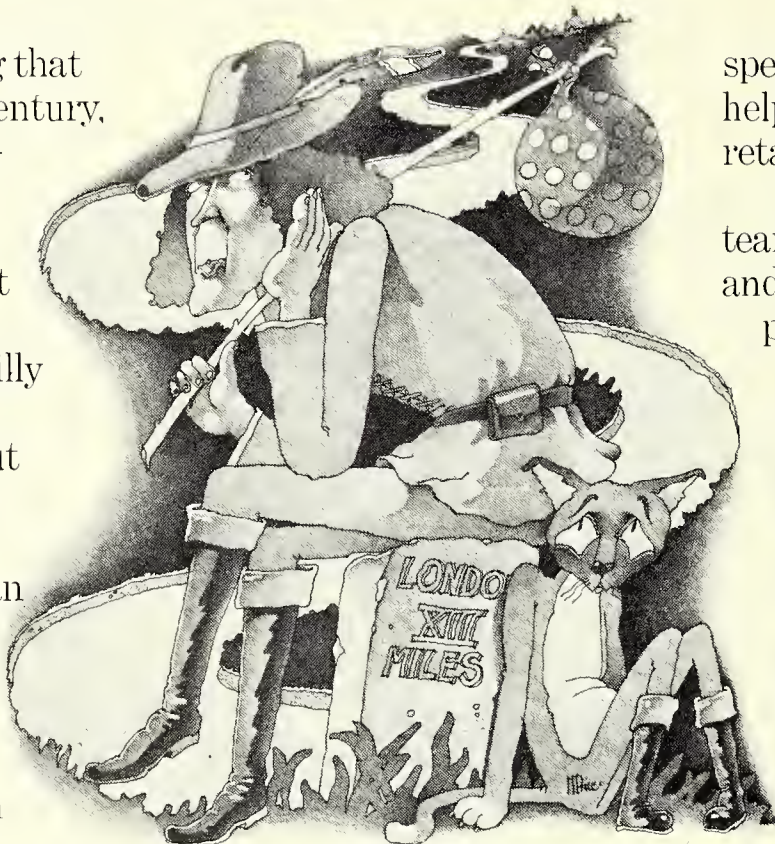
And then the problems start.

London is huge. So your own sales force gets overstretched. You want to launch a new product or distribution drive with a big bang. And you haven't enough salesmen to push it into the shops with more than a whimper.

London is a jungle. Perhaps your own people don't know it too well. So they might be in the wrong places at the wrong time.

This is doing London the hard way. Now for London the easy way.

With Footwork. The London Weekend Retail Sales Service. Twenty-two good salesmen and true,



specially formed by LWT to help their advertisers in their retail sales push in London.

Hire both Footwork teams (or one, if you prefer), and now watch your big problems become small fry.

You have a new product launch in London. Footwork will sell it in, while your regular sales force gets on with its regular job.

You want to do a distribution drive. A retail display drive.

A test marketing drive.

A seasonal sell-in.

Footwork can handle

them all. With skill. (Each Footwork representative is a highly experienced salesman.)

With inside knowledge. (Each Footwork salesman knows his area of London like a native. Because he probably is one.)

With speed. (The Footwork team has a capacity in the Grocery trade, for instance, of about 2,000 calls a week.)

And with efficiency. (The Footwork team will give you a report on their activities. Every week.)

And all this is just the bare bones of the Footwork operation.

If you'd like us to put some skin on the skeleton, just ring Ron Miller at London Weekend 01-734 9431, and he'll be happy to answer your questions.

If, after that, you wind up using Footwork, you should find that the streets of London are paved with gold after all.



The London Weekend retail sales service. We know our London.

People

Topical reflections

BY XRAYSER

Record keeping

George Fokschaner has resigned from the board of Weston Pharmaceuticals. He was succeeded by Mr Brian Kendal.

C. J. Fell, FPS, who has taken a keen interest in the introduction of value added tax (last week, p833), was a studio panellist on the BBC 2 programme "Money at work" last week. The edition was titled "A nation of taxpayers".

Raymond Hutchinson, MPS of Harrow, Middlesex, by now well known as a supporter of the "underdog", received publicity for his activities in his latest issue recently in *The Times*.

On the evening of his half day, Mr Hutchinson is conducting a vigil outside the Indian High Commission to protest against the resumption of Indian army operations against the Nagas.

He is himself a veteran of the battle of Kohima (the capital of Nagaland) in the 1939-45 war and has been campaigning on behalf of the Nagas for the past five years. He runs an organisation called the Naga Study Group which works closely with (although is independent from) the elected president of the Naga National Council, A. Z. Phizo.

According to *The Times* diarist Mr Hutchinson had a trial run outside the Connaught Rooms one Sunday evening where the India League was holding a dinner to commemorate the birth of Nehru. Lord Mountbatten, the chief speaker, had been sympathetic, but not so Lord Hailsham, or most of the Indian guests." Mr Hutchinson believes, however, that the Indians are becoming concerned about his Naga crusade and he invites other sympathisers to join him between 5 pm and 6 pm every Wednesday outside India House, Aldwych.

Deaths

Armstead: On December 3, Mr Alan Frederick Armstead, MPS, 5 Cecil Road, Ironfield, Sheffield. Mr Armstead qualified in 1937.

Brown: On November 30, Mr Charles Leslie Meredith Brown, FPS, 23 Elmstead Close, Ewell, Surrey. Mr Brown was a director of Willows Francis Ltd, having been associated with the company for over 30 years. He qualified in 1931.

Rosenheim: On December 2, Lord Rosenheim, KBE FRS, chairman of the Medicines Commission and a past president of the Royal College of Physicians, aged 64. At the Royal College Lord Rosenheim played a leading part in the campaign on smoking and health. In earlier research work he discovered the use of mandelic acid for the treatment of kidney infections. Lord Rosenheim was appointed chairman of the Medicines Commission last December and spoke at the British Pharmaceuti-

The account of the keeping of prescription records by Mr David Dalglish is of interest and, from what he has to say, of some value. The system is one which he finds particularly suited to his business, and he recognises that there may be limitations in its application when he writes that he sees no reason why it could not be readily employed in other similar communities.

It is remarked that Aberfeldy, where Mr Dalglish practises, has a population range of some 3,500 people in a scattered area, with one medical practice comprising three partners, and that there are two pharmacies in the town. One imagines that a considerable amount of time must be consumed in medical visiting but, even at its maximum, there should be ample opportunity for the practice to keep adequate medical records. That is not to say that the index kept by the pharmacist is unnecessary, though I should hardly go so far as Mr Dalglish does in describing it as our undoubted professional responsibility.

There seems to me to be certain dangers attached to the assumption that if a strength of tablet or capsule is not stated it will be the same as the last time, just as there is a risk in accepting that "as directed" means what it did, say, a month previously. Although a patient may remain on the same drug for hypertension, a visit to the doctor and an examination may suggest that the previous dosage requires modification, and I should not like to repeat directions from the card any more than I should use the label on the returned bottle as absolute proof of intention. The physician is required to keep records and he should also give specific directions in his prescribing, though all know that what should be and what is are sometimes at variance.

Christmas greetings

Christmas packaging has been with us for a very long time. Only recently has there been any attempt to question the charge for a combined pack being greater than the amount of the separate items, and it seems to me that any attempt to link such well-established practice with the prices standstill is to miss the whole point of such packaging. Only those who have tried to sell the items separately in the absence of the special package know what is involved.

I was, therefore, interested in the reply to your inquiry at the Department of Trade and Industry that if the goods were bought before the freeze "there would be no objection to a charge for the package." In fact, if delivery were taken later than that date they "did not think" any objection would be taken because the customer could always pay for the items singly if he objected to paying a charge for the container.

There was also a reference to "substantially" higher, with no indication of what would be regarded as substantial. But is that department unaware that the packaging bears an element of purchase tax? And if the department is to scrutinise carefully and take action, is the Chancellor of the Exchequer to be joined in that action? They are asking him to skate on very thin ice.

cal Conference banquet in September at Keele University.

Soulsby: Suddenly, on December 4, Mr John William Soulsby, FPS, DBA, 95 Old Park Avenue, Enfield, Middlesex, aged 64.

Mr Soulsby was group chief pharmacist at Chase Farm Hospital, Enfield. Always active in the Pharmaceutical Society's Enfield branch he was secretary of the Enfield Chemists' Association 1954-63, its president in 1964-65 and an auditor up to his

death. Mr Soulsby, who qualified in 1930, has been a member of a number of British Pharmacopoeia and British Pharmaceutical Codex committees.

Mr A. G. Garrett writes: Jack Soulsby was a man of sterling character, capable and meticulous in all he did, but at the same time, very modest and unassuming, always ready to do a kindness. A past president of the Enfield Association, he was also an energetic secretary for many years.

New products and packs

Sundries

New metric packs

With the change to metric sizes for dressings and plasters, Cuxson, Gerrard & Co have taken the opportunity of introducing new packaging as well. Their range will now incorporate the new circular pattern which is in two shades of blue. The ends and sides of the packs indicate contents to provide easy recognition (Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs).

Improved face cloths

Solport Brothers have introduced a new fast-edge Watersprite face cloth in an assortment of five bright colours under the name of Carnival (no 1506). These are packed in cartons of ten (£0.26). The company are also marketing the Watersprite face cloth in an assortment of pastel shades and white ref no 1508. These are packed in cartons of twenty, assorted four white, four pink, two each lemon, orange, blue, green, red and turquoise to each carton (£0.25).

Packaging of these cloths is in the same traditional style but they are made from a much improved terry, say the makers, the weave of which resists damage. In addition, the edge of the new cloth is rolled before being overlapped, which provides further strength to the border (Solport Brothers Ltd, Goring Street, Goring By Sea, Sussex).

Prescription specialities

PROSTIN F_{2α} injection

Manufacturer Upjohn Ltd, Fleming Way, Crawley, Sussex

Description Ampoules containing solution of the tromethamine salt of prostaglandin F_{2α} (dinoprost) 5mg/ml. Ampoules of diluent containing 18.5ml normal saline and 0.9 per cent benzyl alcohol

Indications As for Prostin E₂

Dosage, etc See literature

Storage The sterile solution is stable for 24 months at room temperature. It is relatively insensitive to light, heat and alkali

Packs 1.5ml ampoule (£3.27 trade), 5ml ampoule (£7.97) and 1.5ml ampoule plus diluent (£3.27)

Supply restrictions On prescription only and confined to hospitals with specialist obstetrics and gynaecology units

Issued November 1972



RETIN—A solution

Manufacturer Ortho Pharmaceutical Ltd, Saunderton, High Wycombe, Bucks

Description A clear yellow solution containing tretinoin 0.025 per cent weight/weight

Indication Topical application in the treatment of acne vulgaris, in which comedones, papules and pustules predominate

Contraindications Hypersensitivity to the ingredients

Method of use Should be applied once or twice daily to the affected area in a sufficient quantity to cover the area lightly. Correct administration should produce an erythema similar to that of mild sunburn (for further details and precautions see data sheet)

Side effects Application of excessive amounts may cause severe erythema, irritation and discomfort. Temporary hypo and hyper-pigmentation have been reported

Storage In a cool place. Bottles should be discarded two months after opening. Shelf life 3 years

Pack Amber glass bottle of 30ml with 50 disposable gauze swabs (£0.98 trade plus PT)

Issued December 1972

BLEOMYCIN LUNDBECK injection

Manufacturer Lundbeck Ltd, The Green, Welwyn, Hertfordshire

Description Ampoules each containing bleomycin sulphate, equivalent to 15mg bleomycin (standard NIHJ) as a freeze-dried powder

Indications Squamous cell carcinoma, particularly of the head and neck; lymphomas, including Hodgkin's disease and mycosis fungoides; testicular teratoma

Contraindications Pregnancy, acute pulmonary infection or reduced lung function

Dosage Adults: 15-60mg weekly, intramuscularly, intravenously or intra-arterially to a maximum of 300mg according to indication and age of patient (see literature)

Precautions Chest X-rays should be taken during and for up to 4 weeks after completion of a course of treatment. Avoid

contact with the skin

Side effects Fever, anorexia, tiredness, nausea, pain (at injection site or in region of the tumour), stomatitis, induration, hyperkeratosis, redness, tenderness and swelling of tips of the fingers, ridging of the nails, bulla formation over pressure points, alopecia. Most serious adverse reaction is interstitial pneumonia which occasionally develops into fatal pulmonary fibrosis

Storage At room temperature, shelf life two years

Dispensing diluent Physiological saline

Packs Of 10 ampoules (£104 trade)

Supply restrictions Hospitals only

Issued December 8, 1972

BETADINE gargle and mouthwash

Manufacturer Napp Laboratories Ltd, Hill Farm Avenue, Watford, Herts, WDZ 7RA

Description Flavoured solution containing povidone-iodine 1 per cent

Indications Inflammatory conditions of the pharynx and mouth

Method of use Gargle or rinse for at least 30 seconds with the undiluted solution, or solution diluted with an equal volume of warm water. Repeat every 2 to 4 hours as required

Precautions In rare instance of local irritation or sensitivity discontinue treatment

Pack Bottle of 200ml (£0.35 trade)

Issued December 1972

Correction

Due to a printer's error the pack size of Deteclo syrup (C&D, November 4, p676) was incorrectly stated. The syrup is packed in bottles of 100 ml (£0.34 trade).

on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Alberto Balsam: Ln, M, Sc, WW, Sc, We

Alka Seltzer: All areas

Alpine Spring (bath additive): So

Askit powders: So, G

Beechams powders: All except E

Buttercup syrup: M, Lc, Y

Close Up: All except E

Faberge: All except E, CI

Falcon: Ln, M, A

Gillette G2: All except E

Gillette Techmatic: All except E

Harmony Protein Plus: All except E

Hedex Seltzer: All except U, G, E

Lux soap: All except E

Old Spice: All areas

Oriental Spice: So

Philips-Philishave: All except E, CI

Remington shaver: All except E

Sandrone: All except E, CI

Sunsilk hairspray: All except E

Tabac: Ln, Y, NE

Three Wishes: All except E

Tom Caxton home brew: Ln, M, Y, WW,

So, NE, A, We, B, E, CI

Vicks Sinex: All except U

Trade News

To be withdrawn

Brocades (Great Britain) Ltd, Brocades House, Pyrford Road, West Byfleet, Weybridge, Surrey KT14 6RA will withdraw their product Brontina aerosol (15ml neptropine citrate 2mg per ml) from the market as from January 1. A small quantity will be made available free of charge, say the company, to those pharmacists who may still have a small demand for the product.

Proteins promoted

Kingsley and Keith (Chemicals) Ltd, Suffolk House, George Street, Croydon CR9 3QL, have now taken over the sales and technical service for the range of proteins produced by Wilson Protein Technology Inc., previously handled by Naarden Ltd. A spokesman for Kingsley and Keith said: "In promoting these proteins we are able to demonstrate, scientifically, that they are much more substantive and penetrative than similar competitive toiletry products". He went on, "We shall be pleased to offer evidence of the absorption and penetration properties of Wilson's Protein's WSP X250 and also WSP SA5000 antiwrinkle agent".

Tooth timers

The British Dental Health Foundation are offering tooth cleaning timers to help people to brush for the recommended 3 minutes at 20p, plus 5p postage direct from The British Dental Health Foundation, 3 Harcourt House, 19a Cavendish Square, London, W.1.

Additional sizes

E. R. Squibb and Sons Ltd, Regal House, Twickenham, Middlesex, have announced the following pack extensions to their range of products: Modocate ampoules 2ml x 5 (£9.75) and Motival tablets 1000's (£16.10).

Dropper packs

New-style polythene dropper packs are now being used by Glaxo Laboratories Ltd, Greenford, Middx, for its various presentations of Betnesol, Betnesol-N, Efcortelan-N (5ml only), Predsol and Predsol-N drops.

Delsey's new look

Delsey facial tissues from Kimberly-Clark Ltd, Larkfield, nr Maidstone, Kent, now has a new pack design featuring an art abstract of tissues. The patterns and colours vary to suggest strength for Delsey mansize tissues, softness for regular white and colour for Colourblend.

Diabetes booklet

"Life with diabetes" is the title of the latest booklet in the British Medical Association's Family Doctor Series (£0.13). Written by Dr Arnold Bloom it sets out to

put diabetes into perspective and to give practical advice on daily management, diets and how to lead a contented life in spite of the disease. Available to members through the National Pharmaceutical Union, 321 Chase Road, London N14.

Calculating calendar

Cow and Gate have produced a calendar called the obstetrical calculator which, they say, will help doctors and health visitors calculate the delivery date. The calendar shows the expected date of birth, in small red figures, below the first day of the last period, in black. It is being sent to antenatal clinics and maternity hospitals and will cover eighteen months instead of twelve.

Prices revert

Richards & Appleby Ltd, 12A St Georges Street, London, W1 advise that the prices of their Dunhill men's toiletries have been reduced to the former level as existing until October 1. Advice received too late for inclusion in supplement. Prices will be published next week.

Correction

In our issue of November 18 (p767) we said that cabdrivers nasal decongestant tablets from Ford, Jackson & Co Ltd, Church Street, Castleford, were available in a carton of 12 tablets. This is incorrect, the carton contains 10.

Wrong address

The address of Norman Pendred—Cellgrave is Phillip Road, London SE15 (telephone 01-639 3627) and not as given in the Quarterly Price List advertisement on p15.

Information wanted

The Editor would appreciate information on the following: Sanodent (or Sannodent) gum massagers.

Promotions

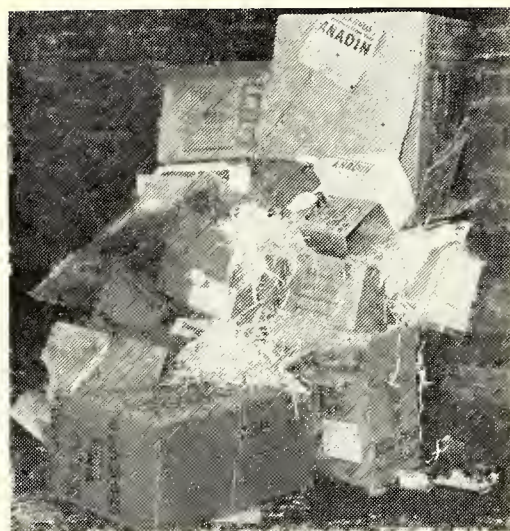
Compact display stand

Ravina, manufacturers of hair decorations and hair care products, have introduced a new counter display stand, number S21. Made of gilt wire and perspex, the unit measures 18in wide and 8in deep. To complement the new stand, the company is planning to extend their range of hair decorations in the near future (Ravina Ltd, 3 Barton Road, Water Eaton Industrial Estate, Bletchley, Milton Keynes, Bucks).

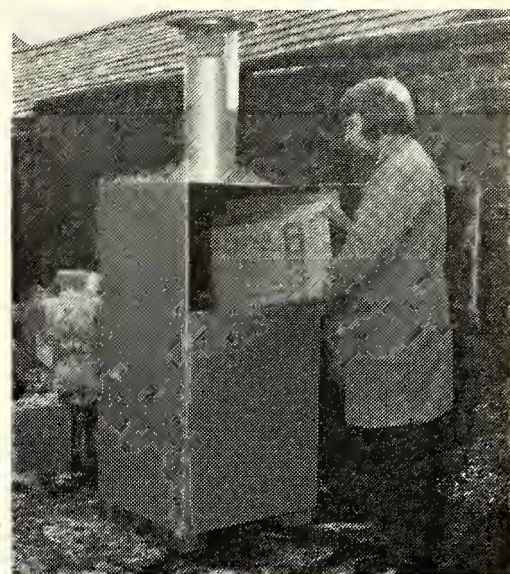
Bubble bath give-away

During the pre-Christmas buying period Reckitt & Colman are offering consumers free sachets of Bathjoys bubble bath with Loxene medicated shampoo. The offer, flashed on each pack, will comprise one sachet inside each medium size of Loxene purchased and two sachets inside each large pack. The offer, said a spokesman, has been planned to capitalise on the trend to larger sizes in the shampoo market (Reckitt & Colman Toiletries Division, Sunnydale, Derby).

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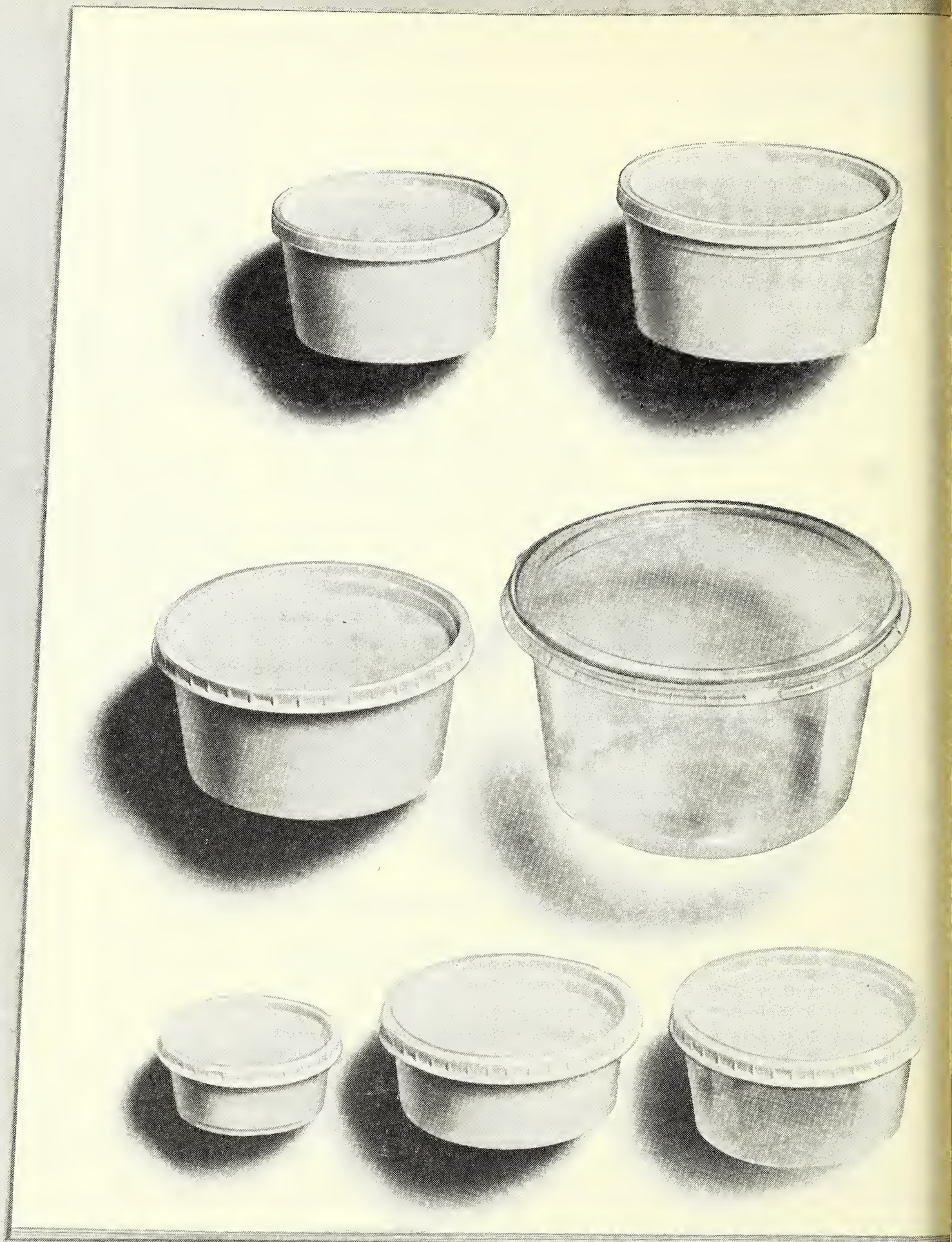
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DENTIFIX

Complete denture repair kit.

simple rules for rapid price checking.
1. Look under 'This week's changes.' If the price is not listed... 2. Check cumulative section. If the price is not listed... 3. Refer to the last main list. The price is still correct.
The prices are given per unit unless otherwise stated. Bold upright figures in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Italic upright (0.14) is a suggested guide. a=Price advanced. r=Price reduced. ●=New entry. d=Delete. c=Correction. i=Insert.

Chemist & Druggist

Price Service

Cumulative amendments to December Quarterly Price List

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
MUNE-MONO (179 BDH)				BETADINE (878 Napp)				seashell guest			
monovalent influenza vaccine				gargle and mouthwash	200 ml	0.35		0435	..	..	0.55
ampoule								sponge	0109	..	0.50
1 ml	0.70			BIFACTON (917 Organon)				turtle oil			
multidose vial				existing entry			d	0642	..	..	0.15
10 ml	5.83							toilet	0643	..	0.23
BOLENE (823 M&R)				BODY MIST (105 BTD)				bath	0641	..	0.10
unscented cleansing cream				antiperspirant aerosol				visitors	0713	..	0.17
99 g	2.28dz	0.49dz	0.35	standard	2.605dz	0.655dz	0.34	talcum powder	0715	..	0.28
1 lb	4.80dz	1.20dz	0.70	economy	3.295dz	0.825dz	0.43	0718	..	..	0.40
RONAL (29 Alfonal)				squeeze pack	1.685dz	0.425dz	0.22				
existing entry			d	BRETYLATE (208 BW)				BRYLCREEM (105 BTD)			
AMI (105 BTD)				ampoules 100mg/2ml	20	20.00		hairdressing			
etting lotion	1.535dz	0.385dz	0.20					tub			
ESTAN (325 C-A)				BRISTOW'S (105 BTD)				standard	1.225dz	0.31dz	0.16
.. F. capsules 8 and 24			d	Alpine Spring				medium	1.84dz	0.46dz	0.24
GEL FACE (256 CPL)				foam bath (Southern TV area)				large	2.605dz	0.655dz	0.34
pretty Naturals					3.755dz	0.94dz	0.49	tube	1.305dz	0.33dz	0.17
cream blusher	3.31dz	0.83dz	0.45	shampoo and							
lipstick	2.32dz	0.58dz	0.32	conditioner standard	1.61dz	0.405dz	0.21	BUFFERIN (171 BLL)			
make-up mousse	2.64dz	0.66dz	0.36	Free and Lovely shampoo				tablets	36		d
ZORA (325 C-A)				standard	1.075dz	0.27dz	0.14	CEPHOS (104 BP)			
ntire entry			d	BRONCHOLAN (1251 TTC)				tablets	1.325dz	0.335dz	0.17
OCIATED HEALTH FOODS (70 AHF)				ointment 50 g	0.26	..	0.39	CHIRON (387 DBMP)			
in-O-Saf safflower oil				BRONNLEY (194 Bronnley)				barrier cream	tube	0.24	
1/2 pt	1.74dz	..	0.19½	after bath Cologne 0733	..	..	0.17	disposable ileo-colostomy bags			
1 pt	2.96dz	..	0.33	0738	..	..	0.58	12 x 4in	10	0.36	
1 gal	1.79	..	2.39	0739	..	..	0.27	12 x 5in	10	0.39	
laizy biscuits plain				baby lotion	0270	..	0.22	reinforced			
or ginger	7 oz	1.32dz	0.14	powder	0277	..	0.20	12 x 4in	10	0.39	
cheese spread	2.61	..	0.14½	soap	0132	..	1.10	12 x 5in	10	0.45	
	(2 dz)			bath crystals	0402	..	0.60	9 x 5in	10	0.50	
corn oil	1 pt	2.66dz	0.29½	0438	..	..	0.65	double sided plasters			
1 qt	5.15dz	..	0.57	essence pine	0928	..	0.17	3½ x 3½in	10	0.24	
1 gal	1.59	..	2.12	bubble bath oil	0723	..	0.44	4 x 4in	10	0.28	
with alphium	1 pt	2.72dz	0.30	0725	..	..	0.62	5 x 5in	10	0.45	
now Queen instant skimmed milk				0728	..	..	0.55	6 x 6in	10	0.50	
1 lb	5.79	..	0.32	country herb bubble bath				CHIRONPLAST (387 DBMP)			
(2 dz)				0148	..	..	0.35	adhesive strapping			
un-O-Life				talcum powder	0147	..	0.35	½in x 2½yd	10	0.07	
sunflower seed oil				hand and body lotion				1in x 5yd	10	0.14	
1/2 pt	1.38dz	..	0.15½	0703	..	..	0.17	2in x 5yd	10	0.20	
1 pt	2.27dz	..	0.25	0705	..	..	0.37	3in x 5yd	10	0.25	
1 qt	4.38dz	..	0.49	0708	..	..	0.50	4in x 5yd	10	0.29	
1 gal	1.34	..	1.78	Happy Hands	6408	..	0.32	CHIRONSEAL (387 DBMP)			
92 cc	5.44	..	0.34	bath day	6409	..	0.35	existing entry			d
(2 dz)				lemon day	0040	..	0.35	CHIRONSEAL (387 DBMP)			
Feasty savoury spread	4.98	..	0.28	lemon bathday	0041	..	0.60	clearseal colostomy bags			
(2 dz)				pat-on-powder	0110	..	1.30	12 x 4in	10	0.41	
BYNOS (359 DDD)				Pot Pourri	0037	..	0.70	12 x 5in	10	0.44	
lixir 100 ml			d	soap				9 x 5in	10	0.44	
LMOSA (972 Pharmax)				bath ball	0108	..	0.30	12 x 6in	10	0.60	
tube	20 g	1.09dz	0.28dz	eggs (12)	0107	..	0.18	disposable ileo-colostomy bags			
	40 g	1.57dz	0.21	fruit punnets	0633	..	0.46	12 x 4in	10	83.002	0.41
	500 g	0.65	0.86½	lemon toilet	6122	..	0.29	12 x 5in	10	83.004	0.44
CHAM'S (104 BP)				soap on a rope				9 x 5in	10	83.006	0.44
powders				6136	..	..	0.60	12 x 6in	10	83.008	0.60
+ hot lemon	5	1.365dz	0.345dz	bath	0613	..	0.17	12 x 8in	10	83.010	0.65
10	2.65dz	0.665dz	0.34	jumbo on a rope				12 x 10in	10	83.012	0.70
pack of 6			d	0619	..	..	0.18	reinforced			
headache tablets				orange toilet	0603	..	0.17	12 x 4in	10	0.44	
(Midland TV area only)				pre-make up				12 x 5in	10	0.50	
18	1.48dz	0.37dz	0.19	0523/0521	..	..	0.15	9 x 5in	10	0.55	
50	3.815dz	0.955dz	0.49	rainbow	0649	..		CODIS (1037 Reckitt)			
								tablets	dp 500	1.80	2.25 +DDI



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	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
COLOMYCIN (972 Pharmax)				HYDANTAL-SANDOZ (1098 Sandoz)					LARODOPA (1074 Roche)		
injection 500,000 units	10	40.88dz	..	entire entry	d				tablets 500 mg	200	6.56
1,000,000 units	10	59.03dz	..	ILFORD (645 Ilford)	d				LIVING HAIR (1412 Jackel)		
sulphate				existing entry for paper, chemicals and lamps	d				protein conditioner	0.27	0.067
(sterile powder) 1 g	3.80	..	..	paper Ilfobrom					shampoo 300 cc	0.335	0.084
5 g	19.15	..	..	single weight					MACLEANS (105 BTD)		
COMFORT (325 C-A)				2½ x 3½	100	0.34	0.085	0.59½	toothpaste		
entire entry			d	3½ x 3½	100	0.45	0.115	0.79	freshmint and white fluoride		
COOL (105 BTD)				3½ x 4½	100	0.56	0.14	0.98	standard	1.19dz	0.30dz
antiperspirant deodorant				3½ x 5	100	0.60	0.15	1.05	large	1.725dz	0.435dz
aerosol standard	2.605dz	0.655dz	0.34	3½ x 5½	25	0.22	0.055	0.38½	economy	2.335dz	0.585dz
roll-on	2.30dz	0.575dz	0.30	4¼ x 6½	25	0.31	0.08	0.54½	giant	2.91dz	0.73dz
refill	1.915dz	0.48dz	0.25	6½ x 8½	10	0.24	0.06	0.42	MAILLECRIN (1407 Jaccaaz)		
COOL FOOT (105 BTD)				8 x 10	100	1.69	0.425	2.96	friction gloves	0.68	0.07
deodorant foot freshener				8 x 10	10	0.33	0.085	0.58	MAILLEPONGE (1407 Jaccaaz)		
aerosol	3.065dz	0.77dz	0.40	8 x 13	100	2.33	0.585	4.08	toilet mitts	0.40	0.04
CORTISONE-KEMICETINE (227 Erba)				8½ x 11½	100	3.12	0.78	5.46	MANDELAMINE (1310 WW)		
dermatological ointment				10 x 10	100	2.91	0.73	5.09½	tablets 0.25 g	60	2.76dz
forte 3 g			d	10 x 11	100	3.01	0.755	5.27	500	16.32dz	..
COUNTRESS (105 BTD)				10 x 12	100	3.29	0.825	5.76	0.5 g	30	2.58dz
hair conditioning cream				12 x 15	100	3.58	0.895	6.26½	250	14.34dz	..
30 g	1.305dz	0.33dz	0.17	16 x 20	10	0.71	0.18	1.24½	500	27.60dz	..
CREST (1218 Tellercrest)				20 x 24	10	1.25	0.315	2.19	MILO (883 Nestle)		
entire entry			d	double weight					8 oz	4.31	
CUSSONS (338 Cussons)				3½ x 4½	100	0.65	0.165	1.14	16 oz	(2 dz)	
after shave small	1.299dz	0.321dz	0.18	3½ x 5	100	0.71	0.18	1.24½	Mr FIZZ (183 BOC)		
large	2.165dz	0.535dz	0.30	3½ x 5½	25	0.25	0.065	0.44	super syrup concentrates	1.52dz	0.27dz
babybird talcum powder	2.31dz	0.57dz	0.32	4¼ x 6½	100	0.77	0.195	1.35	syphon	11	2.54
hair cream	1.155dz	0.285dz	0.16	6½ x 8½	25	0.35	0.09	0.61½	21	3.68	0.41
Imperial Leather				8 x 10	100	1.15	0.29	2.01½	MUSK OIL (1645 Alyssa Ashley)		
hair cream			d	10 x 11	100	1.27	0.07	0.47½	NYSTATIN-DOME (1460 Dome)		
CUTEX (256 CPL)				10 x 12	100	1.335	0.315	2.36	ointment	15 g	0.40
hand cream	1.98dz	0.49dz	0.27	12 x 15	100	2.01	0.505	3.52	30 g	0.75	
Cycloserine (678 Kabi)				16 x 20	10	0.37	0.095	0.65	OLD SPICE (1131 Shulton)		
(distributors 1545 Vestric)				20 x 24	10	0.71	0.18	1.24½	after-shave lotion	3712	3.45dz
entire entry			d	chemicals					3710	5.04dz	1.23dz
DESERT FLOWER (1131 Shulton)				Bromophen developer					travel pack	3719	3.90dz
hand and body lotion	2.28dz	0.56dz	0.34	600 cc	0.16	..	..	0.24	presentation pack	3711	8.46dz
perfumed Cologne	5.64dz	1.37dz	0.84	11	0.30	..	..	0.45	after-shave lotion lime	3502	3.45dz
talcum powder	2.62dz	0.64dz	0.39	2.51	0.42	..	..	0.63	anti-perspirant spray	3886	2.01dz
DISPRIN (1037 Reckitt)				51	0.61	..	..	0.91½	aerosol	3880	2.01dz
tablets	28	1.52dz	0.349dz	Hypam fixer	300 cc	0.32	..	0.48	body talcum	3741	4.32dz
pack of 26			d	11	0.68	..	..	1.02	3742	2.81dz	0.68dz
DOCTEUR PIERRE'S (1407 Jaccaaz)				hardener					3573	3.02dz	0.74dz
eau dentifrice	57 cc	2.48dz	0.62dz	300 cc	0.21	..	..	0.31½	Cologne for men	3722	4.16dz
114 cc	4.45dz	1.11dz	0.67	20 oz	0.37	..	..	0.55½	3720	5.71dz	1.39dz
170 cc	6.30dz	1.57dz	0.94	600 cc	0.16	..	..	0.24	deodorant aerosol	3876	3.31dz
toothpaste tube	2.64dz	0.66dz	0.40	ID 11	2.51	0.27	..	0.40½	3881	2.48dz	0.60dz
EFFICO (972 Pharmax)				IF 23	51	0.44	..	0.66	stick	3880	3.31dz
250 ml	1.92dz	0.48dz	0.28	Ilfordix	11	0.25	..	0.37½	lime aerosol	3527	2.48dz
21	1.05	..	1.40	Ilfosol	21	0.30	..	0.45	hair cream, jar	3040	2.48dz
EMPROTE (840 EMF)				liquid acid hardener	51	0.50	..	0.75	tube	3043	2.15dz
1 lb	3.78dz	..	0.42	21	0.68	..	..	1.02	hairdressing aerosol	3672	2.81dz
ENDOCIL (1419 Intec)				51	1.14	..	..	1.71	hair groom	3938	2.48dz
foundation cream	30 g	3.432dz	0.858dz	Microphen	600 cc	0.16	..	0.24	hair tonic	3941	3.90dz
hand care	30 g	2.748dz	0.687dz	2.51	0.33	..	..	0.49½	pre-electric shave	3611	4.16dz
moisturising lotion	28 g	3.432dz	0.858dz	Perceptol	600 cc	0.16	..	0.24	roll-on	3640	4.16dz
60 g	6.168dz	1.542dz	0.90	2.51	0.35	..	..	0.52½	shampoo for men	3950	4.09dz
skin cleanser	150 cc	5.148dz	1.287dz	PQ universal developer	300 cc	0.26	..	0.39	shave mug	3700	5.37dz
skin tonic	150 cc	5.148dz	1.287dz	11	0.47	..	..	0.70½	refill	3701	2.92dz
treatment cream	30 g	3.432dz	0.858dz	51	1.50	..	..	2.25	shaving bowl	3709	3.96dz
75 g	6.852dz	1.713dz	1.00	lamps, darkroom					shaving cream lather	3820	2.92dz
ENERGOVITAL (1251 TTC)				No. 2	3.85	..	..	5.77½	brushless	3822	1.67dz
royal jelly tablets	10	0.40	..	No. 4	9.50	..	..	14.25	3830	2.92dz	0.71dz
EPHAZONE (325 C-A)				No. 7	4.15	..	..	6.22½	3832	1.67dz	0.41dz
entire entry			d	No. 8	4.75	..	..	7.12½	3890	3.06dz	0.75dz
ESKACEF (1153 SKF)				Junior	3.85	..	..	5.77½	refill	3891	2.01dz
capsules 250 mg	20	2.81	..	INDOCID (837 MSD)					smooth shave	3690	3.02dz
100	13.50	..	TS	capsules 25 mg	30				soap	3792	1.83dz
500 mg	20	5.53	..	KERFOOTS (695 TK)					Burley		
100	26.65	..	TS	pastilles					after shave lotion	3114	4.41dz
suspension 125 mg/5 ml				blackcurrant and glycerine	500 g				3110	6.15dz	1.50dz
100 ml	1.40	..	TS	bronchial	500 g				travel pack	3119	4.81dz
250 mg/5 ml				cherry cough	50g and 500g				Cologne	3124	5.37dz
100 ml	2.81	..	TS	friars balsam	50g and 500g				3120	7.92dz	1.93dz
FERROMYN (218 Calmic)				glycerine, lemon and honey	500g				deodorant aerosol	3151	3.06dz
'S' tablets				KITIEN (1407 Jaccaaz)					stick	3148	4.03dz
with folic acid				lipstick indelible refill	3.30dz	0.82dz	0.50		hairdressing aerosol	4172	3.76dz
existing entry			d	LAEVODOSIN (218 Calmic)					hair cream	3139	3.20dz
'S' folic tablets	100	0.34	..	ampoules	10 ml	0.68	..	1.19	smooth shave	3154	3.76dz
1000	3.00	..	0.51	10 x 10 ml	6.36	..	..	11.13	talcum	3141	3.90dz
FORTAGESIC (1599 Winthrop)				tablets	250	3.70	..	5.55	3140	5.71dz	1.39dz
tablets	100	1.36	..	LAEVRORAL (218 Calmic)					ORIENTAL SPICE (1131 Shulton)		
FROMENT (600 JH)				liquid	250 ml	0.65	0.162	1.14	after shave and shower	6229	3.02dz
6½ oz	0.084	..	0.10½	LAEVRORAL-C (218 Calmic)					6227	9.04dz	2.20dz
14 oz	0.16	..	0.20	liquid	250 ml	0.74			6228	13.10dz	3.19dz
28 oz	0.288	..	0.36	LAEVOSAN (218 Calmic)					dragonhead	..	9.40dz
GANTS (1407 Jaccaaz)				concentrate 40%	5 x 10 ml	0.41			deodorant aerosol	..	5.08dz
existing entry			d	LANVIS (208 BW)					soap	6232	5.37dz
GERMOLENE (104 BP)				tablets	25	4.66	..	7.44	6234	4.32dz	1.05dz
medicated plasters									6233	6.02dz	1.47dz
ointment tube	1.21dz	..	0.13						OWBRIDGES (917 Organon)		
GEROVITAL H3 (1251 TTC)									cough syrup	57 ml	1.524dz
tablets	25	1.00	..						100 ml	2.292dz	0.573dz
vials	12 x 5 cc	2.20	..						OXYNHALER (183 BOC)		
25 x 5 cc	4.40	..	6.60						packet inhaler complete	3.75	..
GOMINA ARGENTINA (1407 Jaccaaz)									bulbs	(5)	1.13
hair fixative	tube	2.54dz	0.63dz								
jar	4.62dz	1.15dz	0.68								
HARVEY'S (139 Bleasdale)											
HARVEY'S (577 Harvey)											
(distributors 249 C&JL)											
HEALTHCRAFTS (29 Alfonal)											
HEALTHCRAFTS (70 AHF)											
HELENA RUBINSTEIN (596 HR)											
Bio-coverfluid	30 g								

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	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
O-SED (972 Pharmax)				syphons				VIVELLE (451 F&J)			
children's sedative				Ambassador	6.14	0.69	9.90	body talc	2.12dz	0.505dz	0.29
sachets 12 x 5 ml	2.07dz	0.52dz	0.28 †s4B	Aquarius	3.53	0.40	5.10	VOSENE (105 BTD)			
bottle 100 ml	2.37dz	0.60dz	0.32 †s4B	Executive	4.50	0.51	6.50	shampoo liquid			
500 ml	0.68	..	0.91 †s4B	Globemaster	5.19	0.58	7.50	standard	1.305dz	0.33dz	0.17
SIC (104 BP)				Hostmaster	3.53	0.40	5.10	economy	2.225dz	0.56dz	0.29
lets slide 20	1.325dz	0.335dz	0.17	drip tray	0.17	..	0.23½	WITCH DOCTOR (427 Ethichem)			
TEIA (1251 TTC)				vacuum jugs	1.19	0.13	1.95	(distributors 1556 Farillon)			
umatism ointment				SPARKLOID (183 BOC)				witch hazel gel	1.42dz	0.355dz	0.19
50 g	0.26	..	0.39	tablets	0.12	0.04	0.20	WITCH STIK (1363 SAL) existing entry			
DERMIDE (695 TK)				STOMAHESIVE (1176 Squibb)				WITCH STIK (427 Ethichem)			
d	0.20	0.05	0.35	plasters 10 cm x 10 cm				(distributors 1556 Farillon)			
EL-NAIL (1412 Jackel)				5	2.45			solid witch hazel	2.15dz	0.54dz	0.29
tube 1½ oz	0.295	0.074	0.52	existing entry for plasters				YEAST-VITE (104 BP)			
bottle 3½ oz	0.48	0.12	0.84	THERASAL (695 TK)				tablets large	2.415dz	0.605dz	0.31
TEISET (1412 Jackel)				50 g	0.16	..	0.24				
ling lotion 135 g	0.235	0.059	0.41	250 g	0.36	..	0.54				
240 g	0.335	0.084	0.58	THICKEN HAIR (1412 Jackel)							
ETTE (331 C of C)				conditioner	21 cc	0.105	0.18½				
lacquer aerosol 8 oz	2.00dz	0.46dz	0.29	100 cc	0.295	0.074	0.52				
refill bottles 55 cc	0.64dz	0.16dz	0.09	THRU (848 Minnesota)							
sachet 30 cc	0.54dz	0.13dz	0.07	gel							
33 cc and 60 cc refills				TOLNATE (1153 SKF)							
UCINE (1410 Reducine)				ampoules 40mg/2ml							
distributors 249 C & JL)				TOMMEE TIPPEE (1412 Jackel)							
ENERANS (1251 TTC)				baby products							
ops 20 ml	0.26	..	0.39	D36/37	..	..	0.13				
SON (1079 Ronson)				TT05	..	..	0.39				
family hairstyler	..	..	7.97	TT06	..	..	0.15				
ER (444 FAIR)				TT07	..	..	0.13				
lets 20	0.18	0.045	0.29	TT09	..	..	0.39				
500	3.50			TT275	..	..	2.25				
packs of 360 and 720				TT601	..	..	0.49				
S POMPADOUR (1407 Jaccaz)				TT614	..	..	0.39				
l-polishing stones	3.30dz	0.82dz	0.50	TT616	..	..	0.12				
ENTRINE (972 Pharmax)				WP50	..	..	0.89				
lets 30 mg	30	5.64dz	0.63 †	WP56	..	..	0.55				
250	43.59dz	..	4.84 †	WP109	..	..	0.20				
LON (649 ICI)				WP114	..	..	0.55				
pycare				WP117	..	..	0.55				
cream 100 g	2.88dz	..	0.35	WP121	..	..	0.49				
ONAL (413 Lilly)				WP143	..	..	0.77				
ilium Enseals 100 mg	100			WP147	..	..	0.37				
IKRIN (105 BTD)				WP148	..	..	0.55				
r cream standard	1.15dz	0.29dz	0.15	WP170	..	..	0.25				
large	1.685dz	0.425dz	0.22	TRASICOR (262 CIBA)							
r dressing	1.685dz	0.425dz	0.22	tablets 80 mg	100	3.98					
r spray regular	1.915dz	0.48dz	0.25	TRIMACORN (1644 Swann-Morton)							
economy	2.68dz	0.67dz	0.35	corn plane	10	0.625	0.155				
re	4.83dz	1.21dz	0.63	blades	100	0.50	0.125				
ampoos				VAXIHALER-FLU (1061 Riker)							
alpine herb, lemon and				metered dose aerosol vaccine 25 dose							
lime, almond cream,				plus 25 nasal applicators							
egg protein sachet	0.27dz	0.07dz	0.03½	17.50							
standard	0.995dz	0.25dz	0.13	V-CIL-K (413 Lilly)							
economy	1.455dz	0.365dz	0.19	syrup paediatric 125mg/5ml	60ml						
ISONE (227 Erba)				VENO'S (104 BP)							
ram 15 g	0.41	0.10	0.72	cough mixture large	2.335dz	0.585dz	0.30				
ISONE-C (227 Erba)				with honey and lemon							
ram 15 g	0.51	0.13	0.89	large	2.335dz	0.585dz	0.30				
RKLETS (183 BOC)											
isting entry											
RKLETS (183 BOC)											
ertap	2.03	0.23	2.95								
trio set	3.03	0.34	4.40								
barrel and tray	1.00	0.11	1.45								
tray	1.03	0.12	0.25								
	(½ dz)	(½ dz)									
lbs											
'C'	10	4.36dz	0.78dz								
'J'	6	2.25	..								
ncentrates		2.24dz	0.40dz								
orkmaster		1.04	0.12								
ome brew kit											
beers		8.92dz	..								
wines		8.92dz	..								
e bowl	1.21	2.73	0.31								
	21	3.91	0.44								
de luxe	1.21	3.04	0.34								

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ADAPTOPLAST (399 CG)				150 pieces assorted			
dressings				island dressings			
mini-grip pocket pack				M304	0.50	..	0.71
M295	0.89dz	..	0.11	75 pieces assorted			
100 pieces assorted				M96	0.59	..	0.83
M284	0.53	..	0.75	100 pieces 6.2cm x 2.2cm			
				M98	0.47	..	0.66
150 pieces 3.8cm x 1.9cm				100 pieces 7.5cm x 1.9cm			
M304S	0.33	..	0.46½	M99	0.47	..	0.66
150 pieces 6.2cm x 1.9cm				125 pieces assorted			
M304M	0.50	..	0.71	M95	0.68	..	0.95
150 pieces 7.5cm x 1.9cm				150 pieces 3.8cm x 1.9cm			
M304L	0.59	..	0.83	M97	0.51	..	0.71



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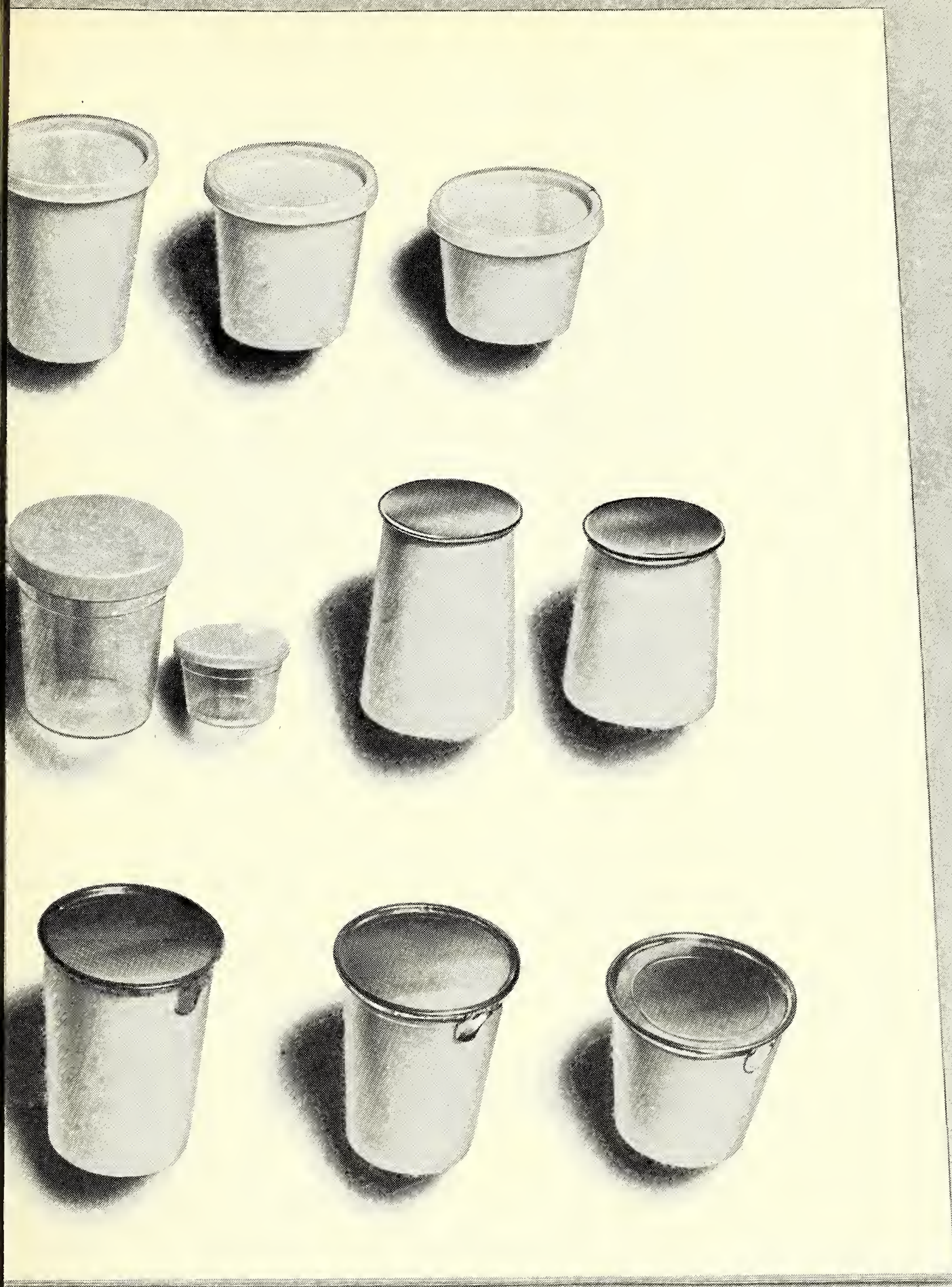
Feeding bottles, teats and soothers

Lewis Woolf Griptight Ltd
144 Oakfield Road Birmingham 29 7EE
Telephone 021-472 4211

		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p	
strip dressings					CUXSON GERRARD (339 CG)				EFCORTELAN (518 Glaxo)				
4cm x 1m M271	1.45dz	..	..	0.18	bandages W.O.W. B.P.C.				lotion 1/2% 20 ml			d
5cm x 1m M305	1.58dz	..	..	0.19½	2.5cm x 5m	0.34dz	..	0.04½				
6cm x 1m M272	1.79dz	..	..	0.22½	5cm x 5m	0.58dz	..	0.07½	EXECUTIVE (845 GM)			
6cm x 5m M268	8.89dz	..	..	1.11	7.5cm x 5m	0.83dz	..	0.10½	shavers			
7.5cm x 1m M273	2.07dz	..	..	0.26	10cm x 5m	1.08dz	..	0.13½	Combina travelling set	..	..	9.20 i
polythene dressing pack					cellulose tissue B.P.C.				Gemini	2.59	0.63	4.10 c	
M371	1.43dz	..	..	0.17	500 g	0.36	..	0.54	Ultimate	6.48	1.56	10.82 a
washable plastic dressings					wadding B.P.C.				Romeo			d	
mini-grip pocket pack					500 g	0.23	..	0.34½					
M296	0.89dz	..	..	0.11	cotton wool B.P.C. 25 g	0.54dz	..	0.07	HEDEX SELTZER (1190 SHP)			
tin assorted M207	0.52	..	..	0.75	100 g	1.53dz	..	0.19	granules	..	..	0.15
					500 g	6.27dz	..	0.78					
ADAPTOPRUF (339 CG)					paper wrapped 15 g	0.49dz	..	0.06	HYDROSPRAY (837 MSD)				
plastic adhesive strapping B.P.C.					500 g	6.00dz	..	0.75	entire entry			d	
2.5cm x 5m M205	1.78dz	..	..	0.22 i	sterile 15 g	5.66	..	0.06				
5cm x 5m M205	2.86dz	..	..	0.36	(1 gross)				JAYCON (1606 Jaycon)			d
7.5cm x 5m M205	3.82dz	..	..	0.48								
ALBION (339 CG)					crepe bandages B.P.C.				JAYCON (1646 Dein)			i	
cotton wool hospital quality					5 cm	1.26dz	..		sugar free soft drinks				
25 g	0.48dz	..	..	0.06 i	6.25 cm	1.58dz	..		lemonade and cola	..	..	0.10 c
100 g	1.22dz	..	..	0.15	7.5 cm	1.80dz	..					
500 g	4.87dz	..	..	0.60½	10 cm	2.42dz	..		JAYNOX (1423 Jaynox)			
paper wrapped 500 g	4.56dz	..	..	0.57	15 cm	3.57dz	..		eye droppers	0.205		a
ANDRE PHILIPPE (48 AP)					gauze B.P.C. carton (90 cm)				(10)				
existing entry				d	1 m	1.05dz	..	0.13½	medicine droppers	0.205			
					3 m	2.22dz	..	0.27½	(10)				
ANDRE PHILIPPE (48 AP)					5 m	3.33dz	..	0.42	watch spring pessaries				
after shave lotion 103	2.40dz	0.60dz	0.35	i	10 m	6.47dz	..	0.81	thin No 14-16	0.26			
bath essence pine 9	3.00dz	0.75dz	0.45		not sterile 25 m	1.30	..	1.65	ex thin No 47	0.16			
bubble bath					50 m	2.57	..	3.20	thick No 1-13	0.26			
bubble bottle 25	2.05dz	0.512dz	0.30		100 m	5.10	..	6.40	thick No 14-16	0.35			
candlestick 7	2.74dz	0.685dz	0.40		gauze and cotton tissue				thin No 1-13	0.19			
cocktail shaker 15	6.80dz	1.70dz	0.99		B.P.C. 500 g	0.63	..	0.94	MAWS (810 Maw)				
continental 35	6.60dz	1.65dz	0.97		Drug Tariff No. 4				Nursery Products				
decanter 8	5.10dz	1.27dz	0.75		500 g	0.54	..	0.81	baby bottle and food heater	1.60	0.40	2.50 i	
dimple 2	0.80dz	0.20dz	0.12		gauze pads (swabs) B.P.C.				baby bottle warmer			d	
dolly bird 12	2.40dz	0.60dz	0.35		8 ply 7.5cm x 7.5cm	5	0.50dz	0.06	MODECATE (1176 Squibb)				
piggy bank 21	2.40dz	0.60dz	0.35		7.5cm x 7.5cm	100	0.38		ampoules 2 ml 5	9.75		1.54	
ring bottle 28	2.05dz	0.512dz	0.30		10cm x 10cm	100	0.59		MORNING PRIDE (312 AC)				
slim diamond 14	3.80dz	0.55dz	0.55		12 ply 10cm x 10cm	100	0.82		shave cream brushless				
soldier boy 10	2.40dz	0.60dz	0.35		16 ply 5cm x 5cm	100	0.33		94 g			d	
swan dimple 3	2.05dz	0.512dz	0.30		7.5cm x 7.5cm	100	0.50		MOTIVAL (1176 Squibb)				
baby 1	0.80dz	0.20dz	0.12		lint absorbent B.P.C.				tablets 1000	16.10		1.54	
twist bottle 6	1.36dz	0.34dz	0.20		25 g	0.83dz	..	0.10½	OTALGAN (1259 Unichem)				
unicorn 16	6.80dz	1.70dz	0.99		100 g	2.88dz	..	0.36	entire entry			d	
cold cream 17	1.96dz	0.49dz	0.29		multiple pack dressings				PROCTOSEDYL (1087 Roussel)				
Cologne					No.1	3.24dz	..	0.40	ointment 15 g	0.55	0.138	TS	
bubble bottle 38	2.05dz	0.512dz	0.30		No.2	6.30dz	..	0.78	30 g	1.05	0.262	TS	
cocktail shaker 19	6.80dz	1.70dz	0.99		rigid porons belladonna plasters				suppositories 12	0.48	0.12	TS	
dimple bottle 37	0.80dz	0.20dz	0.12		B.P.C. 19cm x 12.5cm	0.67dz	..	0.08	RETIN-A (922 Ortho)				
ring bottle 29	2.05dz	0.512dz	0.30		28cm x 17.5cm				acne treatment 30 ml	0.98	0.25	1.71½	
slim diamond 24	3.80dz	0.55dz	0.55		red flannelette				RUPERT BEAR (189 BT)				
swan dimple 23	2.05dz	0.512dz	0.30		19cm x 12.5cm	0.99dz	..	0.12	facial tissues	..	..	0.14
baby 36	0.80dz	0.20dz	0.12		28cm x 17.5cm	1.99dz	..	0.25	SANICREPE (339 CG)				
twist bottle 27	1.36dz	0.34dz	0.20		rigid zinc oxide plaster B.P.C.				cotton stretch bandage				
unicorn 18	6.80dz	1.70dz	0.99		1.25cm x 1m	0.42dz	..	0.05	5 cm	1.00dz		i	
shampoo					2.5 cm x 1m	0.57dz	..	0.07	7.5 cm	1.45dz			
beer, egg & lemon, herb, lanolin					1.25cm x 3m	0.83dz	..	0.10½	10 cm	1.85dz			
32	1.05dz	0.262dz	0.15		2.5 cm x 3m	1.15dz	..	0.14½	15 cm	2.75dz			
medicated 20	2.50dz	0.625dz	0.36		1.25cm x 5m	1.27dz	..	0.16	SEBADAC (772 Lon)				
soap guest ovals (6) 31	2.50dz	0.625dz	0.35		2.5 cm x 5m	1.85dz	..	0.23	acne treatment pack	16.80dz	4.20dz	2.60	
sun tan oil 5	1.75dz	0.437dz	0.25		5cm x 5m	3.12dz	..	0.39	household wool				
toilet water decanter 26	5.10dz	1.27dz	0.75		7.5 cm x 5m	4.25dz	..	0.63	pleated	small	0.80dz	..	0.09 c
hand cream, lemon, bouquet					1.25cm x 10m	1.80dz	..	0.22½	medium	1.43dz	..	0.16	
4	1.12dz	0.28dz	0.16		2.5 cm x 10m	2.81dz	..	0.35	large	2.15dz	..	0.24	
					5cm x 10m	4.49dz	..	0.56	roll				
BERKDOPA (117 BPL)					7.5 cm x 10m	6.34dz	..	0.79	STA-BLOND (1113 S & B)				
tablets 500 mg 100	3.02		†s4Br		standard wound dressings				bottle 120 cc	2.20dz	0.55dz	0.29 i	
500	14.76		†s4B		B.P.C. 1963				80 cc			d	
CHARLES PERRY (960 Perry)					No.3 small	0.35dz	..	0.04	SUN REAL (918 Or-Lem)				
cosmetic lotion 145 cc	..	..	..	0.49 a	No.4 medium	0.49dz	..	0.06	existing entry			d
cucumber astringent					triangular bandages B.P.C.				SUN REAL (918 Or-Lem)				
145 cc	..	..	..	0.49	90cm x 127cm	1.42dz	..	0.18	orange/lemon drink	1.38dz	tax paid	0.15
deep cleansing cream, almond					95cm x 134cm	1.55dz	..	0.19½	low calorie orange/lemon/				
145 cc	..	..	..	0.49	white wool felt				pineapple	1.06dz	tax paid	0.11
lemon					45cm x 90cm				low calorie lime juice				
145 cc	..	..	..	0.49	semi-compressed				cordial	1.14dz	tax paid	0.11½
honey and avocado cream					thin 5 mm	2.25			TEEDA (1219 Teeda)			d	
145 cc	..	..	..	0.49	medium 7 mm	2.85			TEEDA (705 Kirby)			i
honey and herbs shampoo					thick 10 mm	3.65			VARIBAN (339 CG)				
145 cc	..	..	..	0.39	soft thin 5 mm	1.92			elastic adhesive bandage B.P.C.			
95 cc	..	..	..	0.59	medium 7 mm	2.60			2.5cm x 4.5m	1.65dz	..	0.20½
Indian elm foundation					D. D. D. (359 DDD)				5cm x 4.5m	2.90dz	..	0.34	
95 cc	..	..	..	0.59	(distributors 366 Dendron)				7.5cm x 4.5m	4.25dz	..	0.52
marshmallow skin tonic					balm economy tube				10cm x 4.5m	5.55dz	..	0.66½	
145 cc	..	..	..	0.49	DUOBAN 50 (339 CG)				WALT DISNEY (1647 SML)			
plant oil conditioning rinse					stretch bandage				tissues	2.88			
145 cc	..	..	..	0.39					(3 dz)			
sunflower tissue oil									YOUTHAIIR (772 Lom)				
95 cc	..	..	..	0.59					hairdressing	6.72dz	1.68dz	0.99
vitamin hair tonic									AMENDMENTS TO KEY TO SUPPLIERS				
145 cc	..	..	..	0.49					1423 Jaynox	= Jaynox Ltd, Newstead Industrial		
Wheatgerm beauty balm										Estate, Trentham, Stoke-on-			
95 cc	..	..	..	0.59					1646 Dein	= Dein Brothers (Food Importers)		
beauty mask										Ltd, Terminal House, Olaf Street,			
95 cc	..	..	..	0.59						London W.11. 01-229 3444		
for men									1647 SML	= Sterling Mansell Ltd, Mansell Way,			
after shave lotion										Horwich, Bolton BL6 6JC.			
145 cc	..	..	..	0.49						Horwich 68611		
hair cream 145 cc	..	..	..	0.49								

PRICES STANDSTILL

The prices given in this supplement, so far as we can ascertain, were in operation before the "price freeze".



story

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MB94-41

Westons' new colours?

Westons (Chemists) Ltd made their first inroad into Shropshire last week by opening a branch at 13 Pride Hill, Shrewsbury. The premises were converted from a Lyons Tea House in seven weeks and now have a sales area of about 2,500 square feet, all at ground floor level.

ICI Ltd were consulted about the colour scheme used and a company spokesman said that if it was successful it may become the Westons' house style.

Floor tiles are of fawn and orange. The shelves which can be stripped down are backed by white peg-board. The canopy fascia is in "windmill", a grey-blue, and the walls above "tarn", an orange. The fibre-board ceiling is suspended on a steel frame and is white. Ceiling tiles are fire resistant and "acoustic".

Customers are offered a combination of supermarket and personal service with three tills at the front of the shop and one each on the medicine, photographic and cosmetic counters.

A feature of the premises is the narrowness of the frontage (18 feet) compared with the length (105 feet).

The "check out" area resembles that of many small supermarkets. An eye-catching bright orange sign the width of the shop declares "Welcome to Westons" with "Please pay here" on the reverse. On one wall above the self-service baskets is a sticker-board bearing details of special offers; on the opposite wall record sleeves are displayed.

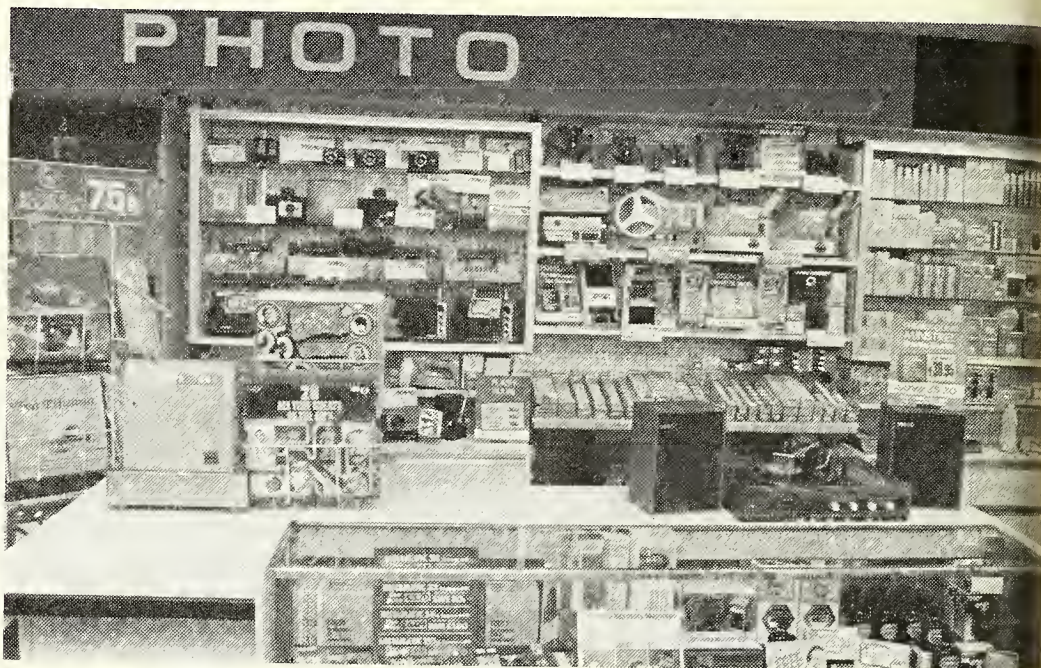
Transformation

About 17 feet into the shop there is a transformation, the premises widen to 23 feet and more conventional displays of chemist items begin. A deliberate merchandising policy has been to incorporate higher-priced items into the various sections. Electric hair rollers can be found in the hair spray section, and electric blankets are displayed together with hot water bottles.

At the far end, one foot above shop level, is the dispensary with an open hatch from which the pharmacist can view the medicines counter below.

The company had given careful thought to the layout of the chemist section, and the shop also stocks items such as children's books and games, records and audio equipment, Christmas cards and a small amount of jewellery. The manager is Mr Walter Brown, 28, who did his pre-registration training with Westons. This is his fourth branch and the third one that he has opened. Mr Brown has about 20 assistants, some being well experienced staff. A second pharmacist is employed.

Shrewsbury's Pride Hill is a steep incline, at the back of the premises there is a 38 feet drop from dispensary floor level to the ground. Below the sales area are stock rooms and below that a machine



house for the heating system and staff rooms. The branch is sandwiched between two sites owned by Boots Co Ltd, with a distance of about 200 yards between these sites. Both are large and one is being redeveloped.

The area is a prosperous shopping centre catering for an estimated 200,000. With the new shop, there are now seven pharmacies on Shrewsbury's central rota.

Judging by the interest of passers by on the day before opening and the attempts by potential customers to enter despite large Day-Glo signs declaring "Opens tomorrow" Westons will have good reason to be pleased with their latest venture.

Letters

Irish VAT

I am directed by the Revenue Commissioners to refer to an article on value added tax by Mr M. F. Walsh, MPSI (*C&D* November 18) and to his letter (November 25) in which it is suggested that pharmacists may not be liable for tax in regard to the value of drugs and preparations supplied on prescriptions from Regional Health Boards.

I wish to inform you that the goods in question will be liable to tax; there are no provisions under which they might be relieved either on the grounds that they are "non-profit" items or by reference to the circumstances relating to their supply.

D. J. Dennehy

Office of the Revenue Commissioners,
Dublin 2

Post Scripts

It just goes to show how inferior publicity starts.

The *Guardian* on Monday reported that following the drop through half a million letter boxes of two free Stayfree mini-pads Johnson and Johnson "may have to curtail its promotion before the next week's out".

The report continued: "In seven days it has dropped half a million sanitary towels in 'selected areas' and has been receiving much the same kind of reaction as the IBA got when it passed the Lil-lets commercial for Thames Television. So much so, in fact that Johnson's publicity lady said she thought they might have to give up that particular promotion."

By the time the *Guardian* had published its report, J & J had completed the sampling of more than a million homes and as *C&D* went to press we had heard from the company that four samples had been returned without any letters of complaint. The company had also received a letter from an "embarrassed landlady who had opened the sample in front of some guests and another letter had been received from a lady who was complaining that the package had arrived while she was out of the house and that the sample had been opened by her small daughter. There had been seven letters disapproving of the samples and five letters objecting to a national press 'ad'. *C&D* also learned that the *Guardian* had received one letter.

From this sort of response it appears that the newspaper was rather making a mountain out of a mole hill.

Comment

Medicines for sale

nine thousand units of Beecham medicines sold in just two weeks trading at a new Carrefour hypermarket. Good for Carrefour. But good for the customers? And in the long term, good for Beecham?

Seeking publicity, Beecham Products have issued a report (p862) on their success in showing Carrefour just how to sell medicines in quantity. They point to the profit margin. They stress the volume sales in a self-service situation. They enumerate the shelf facings. They show cause why supermarket operators should lose their inhibitions and think of medicines along with fast moving groceries. This is convenience shopping in the extreme.

Just where did these 9,000 Carrefour sales come from? Was new business generated? That is, were customers persuaded to buy medicines that they did not need? Or was the business diverted from some other outlet? And was that other outlet the pharmacy?

Through the Medicines Act, Parliament has made the pharmacy the prime distribution point for medicines—but it left the extent of the general sale list to be fought out between the vested interests of professionalism and commercialism. That the fight is hard and bitter can be judged from the lengthy period during which publication of the draft list has been "imminent".

The pharmaceutical profession argues on grounds of safety; much of the proprietary medicines industry on grounds of convenience. Yet if "convenience" is to mean anything at all in relation to medicines, it must be that the public has access to them in time of need. For "stock" medicines, this might imply availability of a tightly controlled range from a non-pharmacy where—and only where—there is no pharmacy in any of the consumer's normal shopping areas. For "emergencies" a case can be made for a very limited number of medicines to be made available at points close to the domiciliary situation.

By no stretch of the imagination does either concession to general sale, apply to the hypermarket. To reach the out of town premises, most customers will be passing a pharmacy and will ignore a "convenience" store near to their homes. And it is hard to foresee the housewife "popping across to the hypermarket" for some headache powders when a crisis arises.

If medicines were ordinary articles of commerce, then net profit be the motive for their sale, and let all dip into the tub. But they are not.

If each of the 9,000 Beecham medicines sold by Carrefour in a fortnight retailed at 20p, the turnover would be £900 a week—enough to support TWO pharmacies on o-t-c medicines sales alone. And, we suggest, split up around an area like Caerphilly, enough to spell the difference between success and disaster for a number of rural and small town pharmacies. Remember, this is on Beecham medicines alone—we are not told the "potential" for competitors' products.

So we repeat, in whose interest is it that the hypermarket and supermarket should merchandise medicines? If pharmacies close as a result, certainly not the customer's.

It must be recognised that Beecham have been in the forefront in defending resale price maintenance on medicines—indeed, it appeared at one time that they were a lone voice—and pharmacy is grateful for the company's efforts. But on what grounds did the Restrictive Practices Court allow rpm on proprietaries?

The 1967 judgment makes the position quite clear. Without rpm, said the court, supermarkets would stock the popular medicines whose sale accounts for a large proportion of the occasions on which customers visit the chemist. This loss of sales would affect the pharmacy's turnover in other o-t-c goods, substantially increasing the rate at which small chemists go out of business—particularly in urban areas away from shopping centres.

The court declared that the reduced availability of less popular o-t-c medicines, and the loss of dispensing points, would both be "a detriment to the public".

The rpm decision was therefore taken not on the effects of price cutting itself, but on the view that if the supermarket obtained too large a slice of the medicines cake, the public would be the long term losers.

If encouraging supermarket sales can be taken as indicative of the attitude of the proprietary medicine industry as a whole, then the government must ensure that the consumer-protective intentions of the court are implemented by taking a political decision to have a short general sale list—and to limit and licence the non-pharmacy outlets for medicines.

Administrative justice

The fear that key pharmaceutical posts in the new integrated Health Service would be automatically filled by those in Noel Hall posts was expressed by Mr A. Howells and many speakers at the Yorkshire Regional Conference (p872).

Under the reorganised service the regional, area and district pharmaceutical officers are to be responsible positions and those holding the posts will be expected to ensure the integration of the pharmaceutical services at the various levels.

It therefore follows that the officers should have a reasonable amount of administrative experience and a wide enough knowledge of the groups in the Service.

We therefore have more than a passing degree of sympathy with those in retail practice who can see in the present hospital hierarchy, the outline of that for the integrated service so that one can be overlaid on the other.

It is essential therefore that the profession really ensures those in the corridors of power realise that unless chemist contractors feel they are able to contribute in every way and have every confidence in the working of the new administration, the pharmaceutical service will not become truly integrated and the patient will probably suffer.

The ephemeral joint advisory committees that have been set up in an *ad hoc* way also give rise to some doubts about the success of integration. One such committee is said to have had five hospital pharmacists and one from retail practice appointed to it.

This is not to criticise the hospital pharmacists, who are either in Noel Hall appointments or have been invited to serve on the PACs. The criticism is of the bureaucracy behind the service that appears to be somewhat myopic on occasions. NHS reorganisation is too important to be left to the bureaucrats. All the professions—not just one or two—must be able to thrive in the structure. For unless all can give of their best, the patient will receive a service that is not the optimum to which he has a social right.

Professional News

Yorkshire Regional Conference

'Best men' required for the new Health Service posts

"In the coming integrated health service the posts of regional pharmaceutical officers should be advertised and attempts made to obtain the best possible persons in the posts and not merely use the Noel Hall structure and appoint regional and group pharmacists to these posts because of administrative or economic ease or advantage" said Mr A. Howells, member of Council, at the Yorkshire Regional Conference in Leeds on December 3.

The new posts would require men who could draw together the hospital and general practice pharmacists to work harmoniously in the new service. "Let's start off with the best men it is possible to get".

Mr Howells, discussing the reorganisation of the Health Service, said the proposed organisation had been described as 'maximum delegation downwards with maximum accountability upwards'. He was extremely disappointed by the way the pharmaceutical profession had been ignored by the Government. The Pharmaceutical Society, National Pharmaceutical Union and the Contractors Committee had submitted proposals. They had pressed for parity with the dental profession on many of the committees with no results up to date. "We shall try again at the House of Commons Committee stage that will probably be reached in February or March 1973." There were many instances where pharmacists were being denied the right of being in the "health team".

Referring to the regional, area and district pharmaceutical officers that would be appointed in 1974, Mr Howells said advertisements for the posts should be submitted to the Pharmaceutical Society, Contractors Committee, and the Guild of Hospital Pharmacists before publication. If it was the intention to appoint persons to the posts merely because they held a Noel Hall appointment, that could be disastrous. "We may have to advise that there will not be any co-ordination in the pharmaceutical service".

Mr Howells suggested however, that he would like to see a little integration in the profession of pharmacy—"Isn't it time we forgot about the areas in which we work—hospital, academic and retail. We should be all speaking as pharmacists. For too long the profession had been fragmented.

Mr Max Gordon referred to the joint advisory committees that had been set up and demanded that the advisory committees should include representatives of every aspect of pharmacy and "not be overburdened with hospital pharmacists". The committees were the means of ensuring

views being put to the shadow authority. Mr Howells said he knew nothing about the joint advisory committees. It would help if pharmacists who were approached to serve on such committees would advise headquarters. Mr Gordon said the JACs had been "bandied about" for many months and one committee report was supposed to be finished in January.

EEC threat to hospital

The "surplus pharmacists in France" could be used by the Department of Health and Social Security to "beat down" hospital pharmacists salaries said Mr C. C. Stevens, vice-president Pharmaceutical Society when speaking on "The Future of Pharmacy in the Common Market".

He was replying to Mr G. Wright, who had asked if the free movement of labour under the EEC arrangements would affect pharmacy in Britain. Mr Stevens did not think that many of the pharmacists who might emigrate from the current EEC countries would find employment in retail pharmacy—it would pay employers to offer British pharmacists 20 per cent more. In industrial pharmacy there had been some little movement—there were a number of English pharmacists already working in Holland, Belgium and Denmark. If there was any threat at all it would be in the hospital sector.

Although the Community was pressing hard for free movement, the Education Committee of the Pharmaceutical Society was not happy about the situation and they were not inclined to lower their current standards. Mr Stevens suggested that some of the difficulties that had arisen during discussions with the EEC had been due to their inability to recognise the differences in the university structures.

Of the six EEC principles that had been accepted by the Council of the Society, the Company Chemists Association had some reservations concerning the one-man-one-pharmacy principle. The Association of the British Pharmaceutical Industry and the Company Chemists had reservations about the monopoly recommendation.

On planned distribution most were in agreement, although the company chemists again had some reservations. There was some resistance to the principle concerning the responsibility of pharmacists in industry by the APBI and PAGB who saw no reason why chemists should not be accepted as satisfactory, as well as those Mr Stevens described as "qualified by experience".



Mr Max Gordon with Inspector Shaw

Premises security

A number of retail pharmacies are not as secure as they might be—seek the advice of the local police crime prevention officer, said Inspector Shaw, Bradford City Police drug squad.

He reminded the sixty pharmacists at the conference that it was "no good having an immaculate Dangerous Drugs Register and cabinet if the back door was not secure."

Currently cannabis and LSD problems took up 90 per cent of the Bradford drug squad's time, but there was an increasing barbiturate problem. There appeared to be a certain "laxness in the prescribing of barbiturates and the security of prescriptions". He therefore asked pharmacists to be aware of the police problems and if there were any suspicions when a prescription was received "Please, please give us a call".

The Inspector referred to a prescription that was apparently satisfactory—but the person who had presented it was dirty, unkempt and illiterate.

In the Bradford area the inspector felt that most forged prescriptions were brought to their notice. It had, however, been necessary to prosecute the staff of some pharmacies. "We seem to find that such staff were girls aged 16-19, employed on a part-time basis and all under the influence of a boyfriend(s) who abused drugs."

He believed there were a number of young persons who obtained jobs in pharmacy especially to obtain drugs. During police investigations they sometimes found a girl who worked at a chemists was involved with a boy friend or a group who were possibly misusing drugs, but there was no way in which that information could be correctly passed on. If pharmacists had any doubts "give us a ring".

When asked if girls employed in pharmacies became involved in the drug scene after they had been in such employment or did they seek such posts because they wanted drugs. Inspector Shaw said "it seems to work both ways". He had found that many addicts or misusers of drugs knew quite a lot about the inside and working of hospital and other pharmacies. The amount of information they had was surprising and sometimes there were deliberate attempts to find a sympathetic girl in a pharmacy to obtain drugs for them.

Pharmaceutical Society of Northern Ireland

Hospital pharmacists' concern over Noel Hall

Concern amongst hospital pharmacists about the implementation of the Noel Hall report was mentioned at the meeting of the Council of the Pharmaceutical Society of Northern Ireland, held in Belfast on November 16. Mr Kerr said a Committee of the Council had been appointed some time ago to meet representatives of the hospital pharmacists from time to time. Had no meetings been held? Mr Eakin said a meeting had been held to discuss the report. He did not think any further request for a meeting had been received from the hospital pharmacists. Mr Kerr said he appreciated that Council had been engaged in other matters but felt in considering the plans for the restructuring of the health and personal social services sufficient attention had been paid to their effect on hospital pharmacy. As he understood the position some hospital pharmacists would suffer a loss of status if not of salary and he felt a meeting with their hospital colleagues should be arranged. It was agreed that a meeting be sought and that the president, vice-president, Messrs Eakin, Hunter, Kerr, McIlhagger and Moore attend on behalf of the Council. Mr Eakin referred to a request he had made at a previous meeting about a course in business management for students undergoing practical training. He was pleased to learn that Professor D'Arcy was making arrangements for a symposium on the matter to be held on a Wednesday afternoon in April 1973 after which every effort could be made to arrange a suitable course.

Little progress

Reporting on the recent EEC meetings of the UK Group and the European Group, the president said while he appreciated members were anxious to learn what would be the effect on Northern Ireland pharmacy of the United Kingdom's entry to Europe the truth was that there was little authentic information that could be published. Only one of the draft directives had made much progress, that on freedom of establishment. At the meeting held in London early in October the officers of the European Group had explained and answered questions about the various directives. There were many points that required further investigation and important decisions had yet to be made. It would not be advisable for any of the delegates, much less the members of the Council, to attempt to forecast at meetings of members of the Society the effect on Northern Ireland pharmacy of entry into Europe.

A letter from the Ministry of Health and Social Services was read stating that the operative date for the restructuring of the health and personal social services had

been deferred from April 1 1973, till October 1 1973.

The secretary, Mr W. Gorman, reported receipt of the draft Medicines (Hexachlorophane Prohibition) Order prohibiting the sale, supply and importation of any medical product containing hexachlorophane except by a pharmacist on prescription. An exception was made for a medical product that is a cosmetic and is free from the restrictions of sections 7 and 8 (licences and manufacture of medicinal products) if it contains 0.1 per cent or less of the hexachlorophane and there is a warning on the label that it is not to be administered to a child under 2 years of age.

Notice was received of intention to relax from control under the Therapeutic Substances Act 1956 certain sulphacetamide eye ointments if for first aid rooms or first aid boxes or for supply to an ophthalmic optician for the purpose of his profession or business.

Receipt was also reported of a copy of the Medicines Act 1968 (Commencement No 2) Order dealing with false descriptions of medicines, false advertisements and the power of the licensing authority to require copies of advertisements.

A letter from the Ministry of Health and Social Services stated that posts as area pharmacists would be created as follows: Eastern Health and Social Services Board, pharmaceutical area A (at Belfast City Hospital) and pharmaceutical area B (at Ulster Hospital); Western Board (at Altnagelvin Hospital, Londonderry); Northern Board (at Waveney Hospital, Ballymena); Southern Board (at Craigavon Hospital).

The posts would be grade IV under the Noel Hall structure but as far as the "A" area posts in the Eastern Board were concerned, this might involve a link with the department of pharmacy at the Queen's University of Belfast and, depending upon the contribution of the holder of the post to the science and practice of pharmacy, might, subject to the recommendation of teaching hospital chief pharmacist's grading advisory panel, attract a grade V.

Mrs Watson drew attention to the by-laws recently made authorising the election of Fellows of the Society by the Council in December and June of each year. It was agreed that a meeting of the General Purposes Committee be held.

Books received

Thalldomide and the Power of the Drug Companies.

H. Sjöström and R. Nilsson. Penguin Books Ltd, Harmondsworth, Middlesex. 7 x 4½ in. Pp 282. £0.40.

Indian Pharmaceutical Guide 1972

Pamposh Publications, E-38 Hanz Khas, New Delhi-16. 9½ x 7½ in. Pp 1152. £6.

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Therapeutic Advances

by B. C. Bryant, FPS

Expenditure on research by the United Kingdom pharmaceutical industry is estimated to be as high as £22m a year which is more than 27 per cent of all UK medical research. It is not surprising therefore that attention is sometimes drawn to the heavy economic risks which the industry has to face in relation to its high-powered research and development programmes, coupled with the problems of toxicity hazards, drugs becoming out-moded and the uncertainties of impending legislation.

Nowadays such factors as these become even more critical in their application and may well have a retarding influence on the introduction of new products. In 1972 the flow of new medicinals has steadily continued although perhaps more slowly than in the past and this review points to achievements of the pharmaceutical industry by considering some of the important therapeutic innovations of the current year.

Antibiotics

Manipulation of the 6-aminopenicillanic acid nucleus has resulted in a number of semi-synthetic compounds having clinical advantages over penicillin, a notable example being the well-established ampicillin.

A recent addition to the same field is amoxycillin (Amoxil) which is 6-[D(—)- α -amino-*p*-hydroxy-phenylacetamido]-penicillanic acid trihydrate. This new derivative has an antibacterial spectrum similar to that of ampicillin but it is characterised by its exceptionally high absorption after oral administration irrespective of whether the patient is fasting or not.

It produces serum concentrations twice as high as those produced with equivalent doses of ampicillin and in this respect has clinical advantages in attacking foci of infection in inaccessible tissues. It is indicated in upper respiratory tract infections, bronchitis and urinary tract infections.

Hormones

In addition to thyroxine and tri-iodothyronine there is a third active hormone of the thyroid gland namely calcitonin. This hormone is concerned mainly with the maintenance of calcium balance. It controls the excretion of calcium and phosphate and prevents the resorption of calcium from bone.

Calcitonin (Calcite), of porcine thyroid origin, is now available for use by injection in a number of conditions involving calcium imbalance notably Paget's disease of bone, thyrotoxicosis and idiopathic hypercalcaemia. Present evidence suggests that in Paget's disease the hormone halts or markedly slows down the progression of the disease, counteracts further bone changes and reduces bone pain. A preliminary intravenous injection of the hormone is to assess its effect. Subsequent doses based on the initial response are given by intramuscular or subcutaneous

injection in a special gelatine base for prolonged action.

Steroid therapy

Systemic steroids are recognised as the most effective form of treatment for bronchial asthma although their use is frequently complicated by serious side effects.

A new approach to the problem is now possible by the inhalation of a selective anti-inflammatory steroid namely beclomethasone dipropionate. This compound has been found to be highly active at body surfaces in doses which are not systemically active. Administered as an aerosol, it provides control of asthma without causing adrenal cortical suppression. Each inhalation contains 50 mcg of micronised powder per puff, a normal dose being 100 mcg four times a day. Clinical trials have shown the metered aerosol (Becotide) to be as effective as systemic steroids in the management of bronchial asthma and it seems likely to offer a useful alternative to oral therapy for a wide range of asthma patients.

Intranasal flu vaccine

A new intranasal influenza vaccine is based on the principle that the spraying of inactivated virus into the upper respiratory tract results in a rise in secretory antibody levels and local immunity to the invading viruses. Controlled trials involving more than 10,000 subjects have been carried out in nine different countries and the results indicate that the protection provided is comparable with that found after subcutaneous vaccination.

The freeze-dried vaccine (Influvac, Vaxihaler) is contained in a metered-dose aerosol, supplied with 25 disposable nasal applicators and sufficient vaccine for 25 patients. Each metered-dose (4 puffs) contains 600 IU incorporating those strains of virus present in the currently used influenza injection.

Outbreaks of influenza associated with a new strain of virus have been occurring recently. The causative strain has been designated A/England/42/72. Current inactivated vaccines contain the A/Hong Kong 1/68 strain and such vaccines will produce some antibody levels against the new strain but this may be insufficient to provide effective protection.

To meet the needs of a possible widespread epidemic, a new mono-valent in-

activated influenza virus vaccine (Admune-Mono) has been produced, containing in 1ml 600 IU of A/England/42/72. A single dose is expected to produce protective antibody levels within two weeks and these will be maintained for some four to six months.

Nasopharyngeal applications

Relief of nasal congestion is the common aim of many well established nasal drops and sprays containing decongestive and other agents. To this group now comes a new product (Dricol) with some claim to novelty in that it obviates the disadvantage of rebound nasal congestion. Its active principle amidephrine mesylate (0.1 per cent) acts on two receptor sites. It shrinks swollen membranes by stimulating alpha vasoconstriction and it prevents rebound congestion by blocking beta-adrenergic-induced vasodilation. With that dual effect the preparation should be a useful aid in the treatment of allergic or infectious disorders of the upper respiratory tract.

Psychotropic drugs

Flupenthixol decanoate (Depixol) is a new compound with valuable applications in schizophrenia. It resembles fluphenazine hydrochloride (Moditen) in structure, being the thioxanthene analogue of that compound but there are differences in its pharmacological properties. Flupenthixol is distinguished by its increased antipsychotic action and by its activating and antidepressant properties. It is administered as a 2 per cent solution in oil by deep intramuscular injection and achieves prolonged blood levels so that maintenance doses last for two to four weeks. This effect is advantageous when oral administration cannot be controlled and continuity of treatment is essential, as in the management of schizophrenia.

Cardiac drugs

The increasing incidence of heart disease draws attention to the important role of this group of drugs. Several advances of recent years such as the adrenergic beta receptor antagonists are now well established in modern therapy. An addition is disopyramide (Rythmodan), described as 4-di-isopropylamino-2-phenyl-2-(2-pyridyl) butyramide. Taken by the mouth this substance prolongs the A-V functional refractory period and slows conduction in the myocardium and Purkinje system, thus reducing cardiac excitability. It is therefore used in the control of cardiac irregularities and arrhythmias, for example following myocardial infarction.

In its effect on cardiac muscle disopyramide resembles quinidine but experimentally it has greater activity. The drug has no beta-blockading action and little effect on

n 1972

od pressure or cardiac output. Most patients respond to doses of 100 mg six hourly, although much larger doses have been used.

Analgesics

New analgesic substances are tending to replace traditional remedies for pain relief, and research is still being directed towards finding safer, more potent and longer-acting analgesic agents. A recent introduction is known as piritramide (Dipipor), chemically described as 4-(4-bamoyl-4-piperidinopiperidino)-2-phenylbutyronitrile. The new compound is a powerful analgesic, having a long duration of action and little tendency to produce either respiratory depression or sedative effects. Its special use is for the relief of post-operative pain for which a 1 per cent solution is administered by intramuscular injection. Depending on the severity of the pain repeat doses may be given every six hours.

Antispastic agents

A new antispastic agent of particular significance for patients with multiple sclerosis has been introduced during the year. This is baclofen (Lioresal) known chemically as β -aminoethyl-*p*-chlorohydrocinnamic acid.

Baclofen acts at the interneurons in the spinal cord and affects those pathological conditions influencing muscle tone. The indications for its use include voluntary muscle spasticity due to multiple sclerosis and a number of other spinal lesions. In a clinical trial involving cases of multiple sclerosis and spinal lesions, improvement was produced in 61 per cent of the patients. The dosage scheme for baclofen is to be carefully adjusted: 5 mg three times a day for a minimum of three days, increasing by 5 mg daily at three day intervals until an optimal therapeutic effect is attained at about 40-60 mg daily.

Anaesthetics

In last year's review mention was made of a new steroid intravenous anaesthetic undergoing clinical trials as CT1341. This product has now become available as althesin, a ready-to-use clear injection solution each ml containing alphaxalone 10 mg and alphadolone acetate 3 mg. Its uses are primarily for the induction of anaesthesia and as the main anaesthetic for short surgical procedures especially when rapid recovery is required. Following a single intravenous injection, anaesthesia occurs in about thirty seconds and recovery takes place after five to ten minutes. The drug is not stored in the tissues and is rapidly inactivated by the liver, hence its brief action.

Another anaesthetic compound of un-

usual interest is ketamine hydrochloride (Ketalar), a chlorophenyl methylamino derivative of cyclohexanone. This is a rapid acting non-barbiturate anaesthetic for intravenous or intramuscular use either for induction or for general anaesthesia. It is unique in that it has cataleptic, analgesic and anaesthetic properties without the sedative effects common to the intravenous barbiturates. Following administration analgesia occurs before anaesthesia is established and persists beyond the first anaesthetic period. This action is of value for some procedures but may complicate the recovery period. Ketamine thus differs considerably from other anaesthetics and its practical applications remain to be further developed.

Vasodilators

A new compound, naftidrofuryl (Praxilene) or β -naphthyl-1- β -tetrahydrofuryl diethanolamine isobutyrate acid oxalate has a number of different pharmacological actions. It is an antagonist of the natural vasoconstrictor hormones serotonin and bradykinin and it has an inherent vasodilator and vasospasmolytic action by virtue of a sympathetic ganglion blocking effect.

It has also a stimulant effect on cerebral metabolism and blood flow, causing an increase in the level of adenosine triphosphate in brain tissue, this substance being involved in the oxidative reaction providing necessary energy for neuronal activity in the brain. On the basis of these diverse effects, naftidrofuryl is considered to have

therapeutic applications in the treatment of cerebral vascular disease, cerebral atherosclerosis and peripheral vascular disorders.

Antirheumatic agents

Whilst aspirin still stands high among the drugs used to control rheumatic disease, the search continues for compounds likely to prove both effective and better tolerated during long term administration.

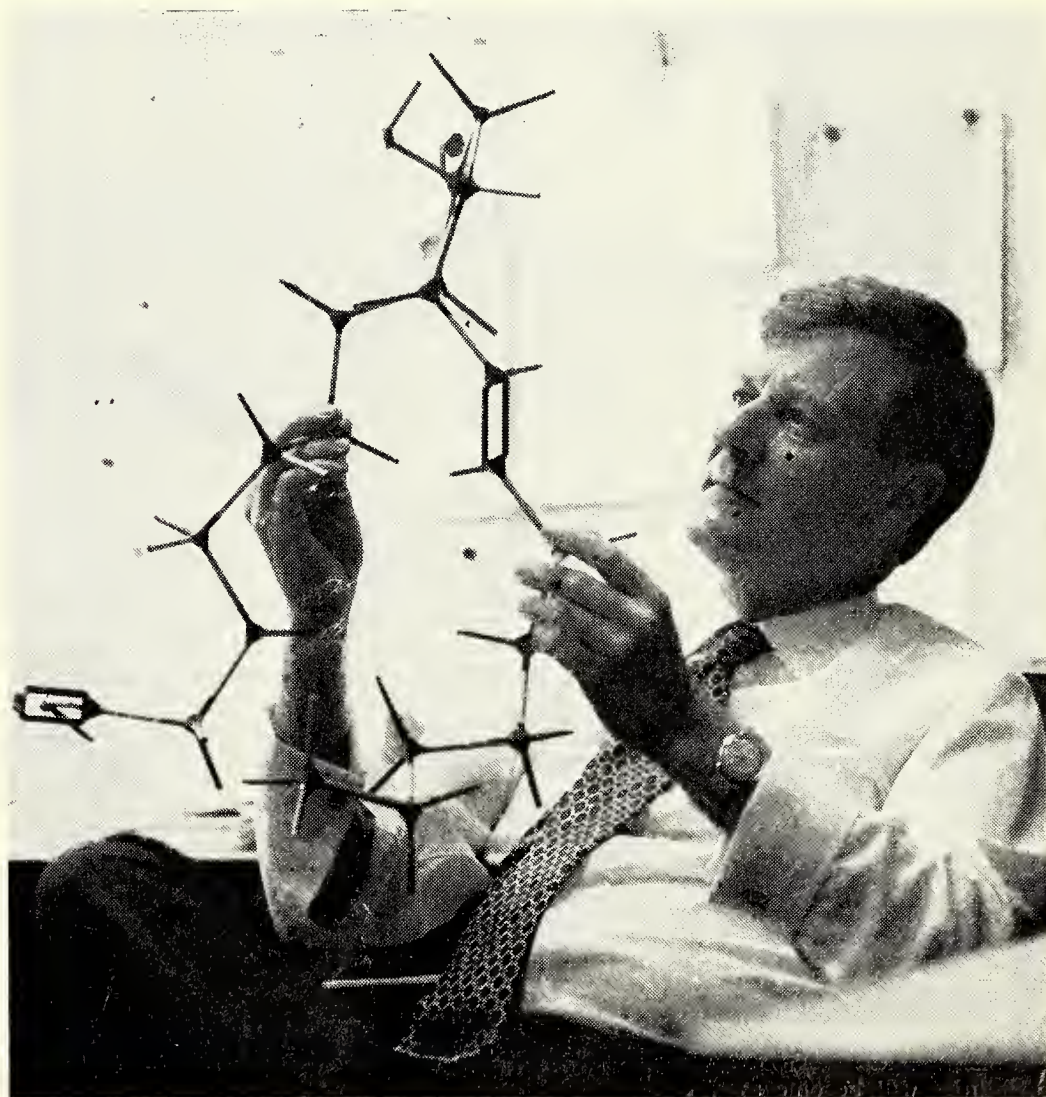
An interesting approach to the problem is provided by a chemical combination of paracetamol with aspirin, resulting in the substance known as benorylate or 4-(acetamido)phenyl 2-acetoxy benzoate (Benoral). This is a white, odourless and tasteless crystalline substance which is virtually insoluble in water but is readily absorbed from the gastrointestinal tract, probably because it is liquid soluble over a wide range of pH.

Compared with a mixture of aspirin and paracetamol, benorylate has a more prolonged effect possibly because of gradual absorption or due to storage within the body of the unchanged drug. It is considered to have analgesic and anti-inflammatory properties comparable to those of phenylbutazone or indomethacin. A feature of the clinical trials has been the outstanding tolerance to the compound. The product is issued as a fine-particle-powder in 40 per cent aqueous suspension.

Another addition to this field of anti-rheumatics is the compound alclofenac which has the chemical designation 4-

continued on p876

A structural model of prostaglandin E, (next page) displayed by Dr J. E. Pike, head of experimental chemistry, Upjohn Co. The structure of this molecule was first determined in Sweden by Professor Sune Bergstrom



Therapeutic advances 1972

continued from p874

allyloxy-3-chlorophenylacetic acid (Prinalgin). In clinical trials alclofenac has been shown as effective as indomethacin and phenylbutazone for relieving arthritic pain and impairment of joint function. No serious side effects were detected in any of the 4,500 patients involved in the trials. In other studies in patients with chronic pain a dose of 500 mg alclofenac was considered as effective as 50 mg pentazocine and better than codeine.

Oral contraceptives

Sometime ago, the oral contraceptives based on a progestogen only regime and also the sequential preparations were suspended as a precautionary measure, following reports of adverse effects occurring in animals receiving high dosage schedules. Since that time the Committee on Safety of Medicines has completed an extensive research in this field. Its report on "Carcinogenicity tests of oral contraceptives" concludes that the evidence available from extensive studies with progestogens and/or oestrogens cannot be interpreted as constituting a carcinogenic hazard to woman when these preparations are used as oral contraceptives.

On the basis of these findings, some new oral contraceptives are being introduced. Two of the progestogen only type contain norethisterone 0.30 mg per tablet (Noriday, Micronor) and provide contraceptive protection on a continuous daily dosage schedule. A new oestrogen/progestogen combination (Ovran) contains ethinyl-oestradiol 0.05 mg and d-norgestrel 0.25 mg.

Prostaglandins

Because of their numerous and diverse physiological effects, the prostaglandins have for many years occupied the attention of research workers all over the world. There are 14 of these compounds, all but one occurring in man and each having the same molecular parent structure based on prostanoic acid. Their many physiological effects range from the ability to change blood pressure, to inhibit gastric secretion and platelet aggregation, to causing nasal vasoconstriction and bronchodilatation.

Such actions and others suggest that the prostaglandins will eventually find valuable therapeutic applications in many branches of medicine. For the present however, two of these novel compounds namely prostaglandin E₂ and prostaglandin F_{2α} (Prostin) have been introduced for hospital use in obstetrics and gynaecology, especially for the induction of labour. Given by intravenous injection they are known to work synergistically with oxytocin and stimulate smooth muscle to produce contractions.

This however, is but one application of the prostaglandins; it is considered that with the development of new analogues of these compounds, much wider therapeutic possibilities will become available.

Market News

SCARCITY OF ROOTS

London, December 6: Many of the European roots and some from other sources were scarce during the week. This resulted in a number of prices being nominal including quillaia dandelion, senega and squill. Cape aloes moved up and the Curaçao variety down by about £10 ton in both positions. Henbane was dearer by £50 metric ton and liquorice root by £5-£10 ton according to source.

Among essential oils prices were firmer for citronella, eucalyptus, peppermint (arvensis) and petitgrain.

Pharmaceutical chemicals were unchanged on the week. Zinc oxide is expected to rise by about £11 ton following the price rise in zinc metal.

Pharmaceutical chemicals

Acetomenaphthone: 100-kg lots £5.62½ kg.

Ascorbic acid: £2.45 kg; 5-kg £2.51; sodium ascorbate, plus £0.23; coated, plus £0.10 kg.

Carotene: Suspension 20 per cent £16.73 kg.

Cyanocobalamin: Up to 200-g lots £2 per g.

Folic acid: 5-kg lots £18.65 kg.

Mercurochrome: £7.95 per kg.

Mercury salts: Per kg in 50-kg lots; ammoniated powder £5.15; oxides—yellow £5.90 and red £6.10, perchloride £4.30; subchloride £5.45; iodide £5.70 kg for 25-kg.

Mersalyl: Acid £15.75 per kg; sodium £21.50.

Nicotinamide: (Per kg) 1-kg £2.45; 5-kg £2.42.

Nicotinic acid: (Per kg) 1 kg £2.20; 50-kg £2.17.

D-Panthenol: £9 kg; 5-kg £8.50 kg.

Potassium bitartrate: (metric ton) 50-kg lots £399; 250-kg £391; 1-ton £381.

Potassium citrate: £353 per metric ton.

Pyridoxine: £4.93 kg; 5-kg £4.90.

Quinine: (Per kg in 85-kg lots) Alkaloid £34.25; bisulphate £26.25; dihydrochloride £32.25; hydrochloride £32.50; sulphate £28; hydrobromide (10-kg) £33.40.

Riboflavin: £14.17 kg; 5-kg lots £14.14 kg.

Sodium perborate: (Per 1,000 kg) monohydrate £283.50—tetrahydrate £145.75.

Sodium salicylate: Per kg in 5-metric ton lots £0.54; 1-ton £0.55; 250-kg £0.56½; 50-kg £0.59.

Sorbitol: Powder £335 metric ton for over 250 kg.

Thiamine hydrochloride: £6.20 kg; 5-kg £6.17 kg; 25-kg £6.10.

L-Thyroxine: £1.15 per g.

L-Triiodothyronine sodium: £2.50 per g.

Vitamin A: Oily 1 m iu per g £5.30 kg; 5-kg £5.20 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu £4.55.

Vitamin D₂: Powder for tableting 850,000 iu per g, £17.88 kg; 5-kg £17.78 kg.

Vitamin E: (per kg) £6.40; 5-kg lots £6.37.

Zinc carbonate: BPC 25-kg sacks £0.25 kg.

Zinc chloride: Granular 96-98% £135 metric ton.

Zinc sulphate: Heptahydrate £52 metric ton.

Zinc oxide: BP in 10-ton lots £188.50 ton.

Crude drugs

Aloes: (metric ton) Cape primes £350 spot; £325, cif. Curaçao £730 spot; £665, cif.

Cassia: Ligna, broken £800 metric ton cif.

Cinnamon quills: four O's £0.27lb; quillings £0.14 lb, cif.

Dandelion: Root £535 nominal metric ton spot; £520, cif nominal.

Ginger: (ton) Cochin, new crop £245, cif. Jamaican not quoted, Nigerian split £220 spot; £210, cif; peeled £320 spot; £320, cif. Sierra Leone, new crop £310, cif.

Henbane: Niger spot £500 metric ton; £485, cif. **Liquorice root:** (metric ton) Chinese £105 spot; £70, cif. Russian £120 spot, £80, cif.

Menthol: (kg) Chinese spot £6.50; shipment £5.85, cif. Brazilian spot £3.90; shipment £3.80, cif. (Jan-March).

Quillaia: £680 metric ton nominal.

Pepper: (ton) Sarawak black £390 spot; £385, cif; white £580; £560, cif.

Senega: Canadian £1.90 lb spot nominal.

Squill: White spot £340 metric ton nominal.

Turmeric: Madras finger £200 ton; £190, cif.

Essential and expressed oils

Eucalyptus: Natural 80-85 per cent for shipment £0.75 kg, cif.

Lemongrass: Spot £2.50 kg; £2.37, cif.

Palmarosa: £7.00 kg spot, £6.20, cif.

Patchouli: Spot £8 kg spot; £7-£8, cif.

Petitgrain: Spot £4.50 kg; shipment £4.20.

Peppermint: (per kg) Arvensis Chinese, spot £3.00; £2.70, cif. Brazilian £1.67 spot; Jan-Feb £1.65, cif. American piperata from £1.60.

Coming events

Monday, December 11

Enfield Branch, Pharmaceutical Society, Postgraduate medical education centre, Chase Farm Hospital, at 7.45 pm. Talk by Mr R. Blyth (Editor, *Pharmaceutical Journal*).

North Metropolitan Branch, Pharmaceutical Society, Arncliffe Arms, Arncliffe Grove, at 8.15 pm. Mr F. Miller on "Twenty years globe trotting".

Nottingham Branch, Pharmaceutical Society, Postgraduate medical centre, Nottingham, at 8 pm. Discussion on "Obesity".

Southampton Branch, Pharmaceutical Society, Polygon Hotel, Southampton, at 8 pm. Mr S. Rawlings (late of Kew Gardens) on "Kew in colour throughout the year".

Tuesday, December 12

Romford Branch, Pharmaceutical Society, May & Baker Ltd, Dagenham, at 7.30 pm. Joint meeting with Essex Chemical Society. Talk by Dr Egan (Government chief chemist).

Shropshire and Montgomeryshire Branch, National Pharmaceutical Union, Rudge Roberts Ltd, Longdon Road, Shrewsbury, at 7.30 pm. Discussion on "Value added tax and the retail chemist".

South East Metropolitan Branch, Pharmaceutical Society, Greenwich Hospital, at 8 pm. Mr A. Howells (member of Council) on "Relationships between Branch, Region and headquarters".

Wednesday, December 13

London Branch, Guild of Hospital Pharmacists, Auditorium, Wellcome Building, 183 Euston Road, London NW1, at 7.30 pm. Dr P. D. B. Davies (consultant physician, Whittington Hospital) on "Drug-induced lung disease".

Scottish Department, Pharmaceutical Society, 36 York Place, Edinburgh, at 7.45 pm. Mr G. D. Matthew (reader, department of obstetrics and gynaecology, University of Edinburgh) on "Some problems related to infertility".

Thursday, December 14

Dundee and Eastern Scottish Branch, Pharmaceutical Society. Visit to Wright Dental Co Ltd, Block 11a, Kilspindie Road, Dundee, at 7.15 pm.

Durham County Branch, Pharmaceutical Society, Three Tuns Hotel, Durham City, at 8 pm. Mr C. C. B. Stevens (vice-president of the Society) on "Value added tax".

Galen Group, David Sweet Hall, Addiscombe Grove, Croydon, at 7.30 pm. Christmas party and bring-and-buy stall.

Glasgow and West of Scotland Branch, Pharmaceutical Society, Staff club, University of Strathclyde, at 7.45 pm. Mr A. J. Currie (Scottish hotel school) on "French wines". **Manchester Branch, Pharmaceutical Society,** Boyd House, Upper Park Road, Manchester, at 8 pm. Miss E. Grimshaw on "Around Manchester".

Friday, December 15

Fife Branch, Pharmaceutical Society, Station Hotel, Kirkcaldy, at 8 pm. Dinner and dance.

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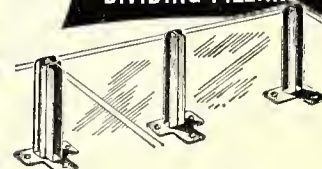
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